



Industry Source

CENTER FOR IT SCHEDULE PROGRAMS

2nd Quarter, FY11

Welcome!



Dear Industry Partner,

Welcome to the Center for IT Schedule Programs' Second Quarter FY11 Industry Partner Newsletter, Industry Source.

For those I have not had the opportunity to meet, I am the Deputy Director for IT Schedule Operations. I've been with IT Schedule 70 for just under two years, and I continue to be appreciative of the teamwork and partnership that my staff and I receive from industry as we work to make improvements with the acquisitions process

I feel one of the key projects we are involved with to better serve our industry partners is the eContracting pilot that was mentioned in the last newsletter. My staff and I are pleased with the support we have received and believe this project will help us offer better contracting support as well assist in reaching the overall GSA goal of a zero environmental footprint. With the pilot underway, we are already seeing an improvement in our cycle time for Offers and Mods, and are looking forward to expanding the eContracting pilot to the rest of our industry partners during the next year.

The improvement of our acquisitions support and services to industry partners, translates directly to the strong business we continue to re-

ceive from our customers. I'm happy to announce that as of March our sales for the first half of the year are ahead of our sales for the same period last year.

As we move into the second half of the fiscal year, I believe we will continue to improve upon our sales from last year and my staff and I look forward to working with you to help achieve this goal.

Sincerely,
Damon McClure

Refresh 27

On March 21, 2011, IT Schedule 70 published Refresh 27 to the Information Technology Schedule 70 Solicitation Number FCIS-JB-980001-B. Various clauses were added, updated, and/or deleted. There were two noteworthy changes to IT Schedule 70, 1) Addition of a new Special Item Number (SIN); and 2) Separate attachments for additional Terms and Conditions for each SIN.

The addition of SIN 132-100 – Ancillary Supplies and/or Services – SUBJECT TO COOPERATIVE PURCHASING, allows IT Schedule 70's Business Partners to expand the use of the Federal Supply Schedules Program to make it more flexible and

responsive to emerging customer needs. Under this new SIN, ancillary supplies and services are defined as: "supplies and/or services purchased to support work or a project that is solely associated with the supplies and/or services purchased under the same schedule". Ancillary supplies and/or services shall not be the primary purpose of the order, but be an integral part of the total solution offered. Ancillary supplies and/or services may only be ordered in conjunction with, or in support of, supplies and/or services purchased under another SIN(s) on Schedule 70. This EXCLUDES purchases that are exclusively for supplies and/or services already available under

another existing schedule.

The separate attachments for the additional Terms and Conditions for each SIN were copied from the Proposed Price List Preparation Document. The Terms and Conditions found in the attachments are FOR REFERENCE ONLY, and were added as attachment documents to help highlight their elevated importance and significance. Lastly, at this time, IT Schedule 70 will not yet be mandating the use of eOffer/eMod., however we are anticipating a mandate by the end of FY11.

We are currently working on Refresh 28, which will be released in June 2011.



"Man is still the most extraordinary computer of all." John F. Kennedy

Your Questions Answered



Below are a few of the most common questions we receive from our industry partners and answers to those questions. If you would like your questions answered, please do not hesitate to contact our Helpline.

What is a Contractor Team Arrangement under GSA IT Schedule 70?

A GSA Schedule Contractor Team Arrangement (CTA) is an arrangement between two or more GSA Schedule contractors to work together to meet agency requirements. The CTA allows the contractor to meet the government agencies' needs by providing a total solution that combines the supplies and/or services from the team members' separate GSA Schedule contracts. It permits contractors to

complement each other's capabilities to compete for orders for which they may not independently qualify. A customer benefits from a CTA by buying a solution rather than making separate buys from various contractors. For more information, go to: www.gsa.gov/contractorteamarrangements.

Where can I find information specifically for small businesses?

GSA's Office of Small Business Utilization (OSBU) advocates for small, small disadvantaged, veteran, service-disabled veteran, HUBZone, and women business owners. Its mission is to promote increased access to GSA's nationwide procurement opportunities. For more information, please access www.gsa.gov/sbu

A new solicitation refresh (a new version of the solicitation) came out after I submitted my offer, what should I do?

You will receive an amendment from your contracting officer, which will be incorporated into the awarded contract.

How do I add or change items to my already awarded contract?

You must request a modification by using one of the following:

Online: <http://eoffer.gsa.gov>.

Email to: schedule70mod@gsa.gov

Shipment: Attn: Central Intake Desk, Center for IT Schedule 70 Program
2200 Crystal Drive, CP#4,
Room 606
Arlington, VA 22202

Web-Based Support

As we respond to the needs of our industry partners, we try to offer the most innovative solutions possible. One way we do this is through our eTools which allow us, via the web, to better serve our industry partners. Below are three eTools to assist you in your efforts:

GSA Advantage![®] - GSA Advantage![®] is an online shopping and ordering system for access to thousands of contractors and millions of products and services. If your company already has a web site established, consider providing direct links to your homepage through GSA Advantage![®]. Some restrictions apply, but this is an excellent way to avoid duplication of effort and "wow" your customers with all the products and/or services you offer. GSA Advantage![®] can be accessed at

www.gsaelibrary.gsa.gov.

GSA eBuy - eBuy is GSA's online Request for Quotes (RFQ) solution for multiple award schedule (MAS) awarded products and services. It facilitates the request for, and submission of, quotes for a wide range of commercial services and products offered by sellers who are on GSA Advantage![®]. eBuy allows customer agencies to maximize their buying power by bringing the industry partner and the purchasing customer together.

Your GSA Advantage![®] registration will simultaneously register your designated contract administrator on eBuy. If you currently have your catalog on GSA Advantage![®], simply log in! Once logged in, you may select the categories for which you want to receive

RFP quotes. eBuy can be accessed at www.ebuy.gsa.gov.

eLibrary - eLibrary is GSA's official online resource for complete MAS information. You can update your own information or find out if your competition has a contract, and what's covered under their contract by using various search options (e.g., MAS contractor's name, contract number, keyword, etc.). eLibrary is also a great tool for you to use to find teaming partners when responding to customer requirements. eLibrary can be accessed at: www.gsaelibrary.gsa.gov.

For questions or assistance in using eTools, please contact the IT Schedule 70 Helpline and we will be glad to assist you.



"A picture is worth a thousand words, but it takes 3,000 times the disk space." Anonymous



One Country.
One Mission.
One Source.

Center for IT Schedule
Programs
IT Market Development
Division
2200 Crystal Drive,
Arlington, VA 22202
www.gsa.gov/schedule70

Helpline: 1-877-446-4870
8:00 a.m. — 5:00 p.m. EST
Fax: (703) 605-9839
It.center@gsa.gov

Stay connected with IT
Schedule 70 happenings
through Facebook, Twitter,
and GovLoop.



Mark Your Calendar

We invite you to attend our in-house training workshops listed below. To register, please go to www.gsa.gov/schedule70, and click on Calendar of Events. All training is free and will be held at our office located at 2200 Crystal Drive, Lobby Level L1301, Arlington, Virginia 22202. All training workshops will start at 9:00am and end at 4:00pm. For additional information, please contact Bernice Walker at 703-605-1884, or via email: bernice.walker@gsa.gov. We look forward to seeing you there!

Date	Training Session
August 16, 2011	Pre Award Training: How to Obtain a GSA IT Schedule 70 Contracts
August 17, 2011	Post Award Training: Maintaining Your GSA IT Schedule 70 Contracts

What Do You Want To See

IT Schedule 70 values your feedback. Please let us know what you would like to see in upcoming issues of *Industry Source*. What information are you looking for? What advice do you have for improving this publication? If you have any suggestions for improvement, please e-mail them to Sharon Cooper at sharon.cooper@gsa.gov and/or Stephanie Fultz at stephanie.fultz@gsa.gov. Thank you for your continued support, and we look forward to your ideas!

Contracting Officer Spotlight



The IT Schedule 70 Schedule program would like to recognize Ms. Vivian Fields, Contracting Officer/Team Lead, for her outstanding and exceptional acquisition support and dedication to IT Schedule 70.

In addition to managing 96 of her own contracts, Ms. Fields provides leadership and direction to five contracting officers. She and her team award and administer more than 350 complex high-value contracts.

In March 2011, Ms. Fields awarded a high-value contract to one of our industry partners with an estimated contract value of \$100 million dollars. Because of her efforts during this procurement, she was commended and recognized for her professionalism, due diligence, attention to detail, and perseverance during complex and difficult negotiations. In June 2010, GSA awarded her with an Outstanding Support Award in Acknowledgement of Exceptional Support and Dedication to the Federal Acquisition Service.

Ms. Fields has 27 years of acquisition expertise and is a graduate of Saint Paul's College with a Bachelor's of Science Degree in Business Administration (Management). She is also a warranted contracting officer and is FAC-C, Level III certified. Thank you Vivian for all you do in support of IT Schedule 70 and our industry partners!!



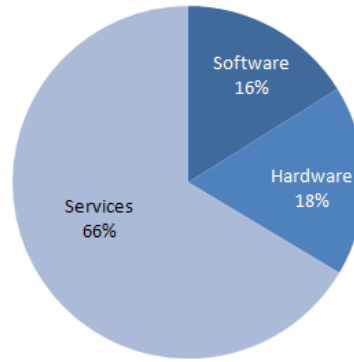
"Access to computers and the Internet has become a basic need for education in our society." Kent Conrad

QUARTERLY SALES REPORT

Second Quarter Sales at a Glance

	FY11	FY10
Total	\$8,484,135,264	\$8,422,554,653
Federal	\$8,042,508,866	\$8,055,383,463
State and Local Cooperative Purchasing	\$287,029,787	\$261,346,782
Disaster Recovery	\$62,970,423	\$245,701
Consolidated IT	\$91,626,188	\$105,578,707

Software	\$1,342,778,396
Hardware	\$1,452,990,999
Services	\$5,533,769,258



Second Quarter SIN Report

SIN	Federal	State & Local	Total
Hardware:			
132 3	\$11,471,867	\$57,645	\$11,529,512
132 4	\$661,865	\$0	\$661,865
132 8	\$1,412,878,541	\$21,352,984	\$1,434,231,525
132 9	<u>\$6,471,507</u>	<u>\$96,590</u>	\$6,568,097
Hardware Total	\$1,431,483,780	\$21,507,219	\$1,452,990,999
Software:			
132 32	\$120,717,536	\$7,107,614	\$127,825,150
132 33	<u>\$1,171,050,874</u>	<u>\$43,902,372</u>	\$1,214,953,246
Software Total	\$1,291,768,410	\$51,009,986	\$1,342,778,396
Services:			
132 12	\$253,962,764	\$5,023,198	\$258,985,962
132 34	\$524,625,034	\$53,075,376	\$577,700,410
132 50	\$54,310,157	\$7,185,961	\$61,496,118
132 51	\$4,128,397,491	\$45,517,826	\$4,173,915,317
132 52	\$94,393,252	\$3,124,068	\$97,517,320
132 53	\$242,262,894	\$100,553,381	\$342,816,275
132 60	\$99,928	\$32,772	\$132,700
132 60A	\$293,612	\$0	\$293,612
132 60B	\$0	\$0	\$0
132 60C	\$59,069	\$0	\$59,069
132 60D	\$0	\$0	\$0
132 60E	\$0	\$0	\$0
132 60F	\$0	\$0	\$0
132 61	\$199,925	\$0	\$199,925
132 62	<u>\$20,652,550</u>	\$0	\$20,652,550
Services Total	\$5,319,256,676	\$214,512,582	\$5,533,769,258
Grand Total:	\$8,042,508,866	\$287,029,787	\$8,329,538,653



"I do not fear computers. I fear the lack of them." Isaac Asimov

QUARTERLY SALES REPORT

Top 25 Industry Partners

Rank	Contractor Name	Sales
1	DELL MARKETING L.P.	\$516,036,668
2	COMPUTER SCIENCES CORPORATION	\$208,827,086
3	HEWLETT-PACKARD COMPANY	\$196,351,583
4	IMMIXTECHNOLOGY, INC.	\$191,652,687
5	INTERNATIONAL BUSINESS MACHINES	\$162,776,009
6	HARRIS CORPORATION	\$152,859,382
7	SAIC	\$143,730,115
8	DLT SOLUTIONS, LLC	\$134,035,655
9	CARASOFT TECHNOLOGY CORPORATION	\$123,352,367
10	MYTHICS, INC.	\$120,661,550
11	CELLCO PARTNERSHIP	\$118,270,298
12	ACCENTURE FEDERAL SERVICES LLC	\$117,711,675
13	TELESIS CORPORATION	\$108,998,888
14	ORACLE AMERICA, INC.	\$108,598,426
15	NORTHROP GRUMMAN INFORMATION TECHNOLOGY	\$106,700,747
16	BOOZ ALLEN HAMILTON INC.	\$104,905,619
17	HP ENTERPRISE SERVICES, LLC	\$103,863,079
18	SYSTEMS RESEARCH AND APPLICATION CORPORATION	\$99,523,597
19	CGI FEDERAL INC.	\$92,169,789
20	CA, INC.	\$85,696,176
21	DELOITTE CONSULTING LLP	\$85,437,811
22	EC AMERICA, INC.	\$84,564,542
23	BAE SYSTEMS INFORMATION SOLUTIONS	\$76,833,964
24	MANTECH ADVANCED SYSTEMS INTERNATIONAL	\$73,223,602
25	ACCENTURE LLP	<u>\$69,706,745</u>
Total of Sales for Top 25 IT Schedule Industry Partners:		\$3,386,488,060
Total Current IT Sales for FY11:		\$8,005,536,537
Top 25 Industry Partners' Percentage of Sales:		42.47%



"The future lies in designing and selling computers that people don't realize are computers at all." Adam Osborne

QUARTERLY SALES REPORT

Top 25 Cooperative Purchasing Industry Partners

Rank	Contractor Name	Sales
1	CELLCO PARTNERSHIP	\$93,340,987
2	ORACLE AMERICA, INC.	\$40,089,716
3	DLT SOLUTIONS, LLC	\$18,083,851
4	MYTHICS, INC.	\$17,604,224
5	CDW GOVERNMENT LLC	\$9,036,518
6	IMMIXTECHNOLOGY, INC.	\$7,354,793
7	BLACKBOARD INC.	\$3,625,307
8	SPRINT COMMUNICATIONS COMPANY L.P.	\$3,579,892
9	AVAYA FEDERAL SOLUTIONS, INC.	\$3,181,251
10	EC AMERICA, INC.	\$3,178,695
11	CAPSTONE CORPORATION	\$3,039,323
12	ALLTEL CORPORATION	\$2,896,759
13	BAYTEK CONSULTING INC	\$2,571,052
14	SYMANTEC CORPORATION	\$2,080,525
15	ADVANTAGED SOLUTIONS, INC.	\$2,019,960
16	CARAHSOFT TECHNOLOGY CORPORATION	\$1,676,676
17	INTERNATIONAL BUSINESS MACHINES	\$1,609,565
18	PROMARK TECHNOLOGY, INC.	\$1,555,927
19	HYLAND SOFTWARE, INC.	\$1,532,732
20	GLOBAL KNOWLEDGE TRAINING LLC	\$1,532,680
21	LEARNING TREE INTERNATIONAL USA	\$1,530,423
22	METAFORMERS, INC.	\$1,518,778
23	MAINLINE INFORMATION SYSTEMS, INC	\$1,447,087
24	HARRIS CORPORATION	\$1,446,512
25	RELIABLE GOVERNMENT SOLUTIONS INC	<u>\$1,421,060</u>
Total Sales for Top 25 IT Schedule Industry Partners:		\$226,954,293
Total Current IT Cooperative Purchasing Sales for FY11:		\$285,146,544
Top 25 Industry Partners' Percentage of Sales:		79.59%



“The function of good software is to make the complex appear to be simple.” Grady Booch

NEW INDUSTRY PARTNER REPORT

Welcome to IT Schedule 70

We would like to welcome all of the new business partners who joined the ranks of the elite IT Schedule 70 Schedule Holders' list during the second quarter of FY11. For a complete list of our Industry Partners, please visit our website.

2nd Sight Software, Inc.	Global Connect, LLC	Project Bits Consulting, Inc
A Better Solution, Inc.	Global Techpro, LLC	Prokarma, Inc.
Abacus Solutions Group, LLC	Govplace	Prolink Communications, LLC
Abacus Solutions, LLC	Group Z, Inc.	Prospect Computer and Communication
Accelerated Solutions, Inc.	GTSI Corp.	Protegeus, LLC
Accessibility Partners, LLC	Hara Software, Inc.	Protiviti Government Services
Acistek Corporation	Harmony Lane Studios, Inc.	PVT Networks, Inc.
Adapx, Inc.	Highpoint Global, LLC	Rhino Technology Group, Inc.
Agile Global Solutions, Inc.	Howard Systems International, Inc.	RLM Communications, Inc.
Alitech Consulting, LP	HPC-COM, LLC	S&R Professionals, L.P.
Ambient Sound, Inc.	Hypres, Inc.	Sa International, Inc.
Amvet Technologies, LLC	Igate Technologies	Sabio Systems, LLC
Applied Defense Solutions, Inc.	Imecom Group, Inc	Saxon Infotech , Inc.
Automatic Sync Technologies, LLC	Immixtechnology, Inc.	SBI Technologies Corp.
Avi Systems, Inc.	Indisoft, LLC	Schorr, David
Aviture, Inc.	Infopoint Corporation	Scope Infotech, Inc.
Blue Fish Worx, LP	Infuture, LLC	Sight & Sound Systems, Inc.
Boson Technology Resources, LLC	Initial Koncepts, Inc.	Silosmashers, Inc.
Brooks Logic, LLC	Innovative Network Solutions, Inc.	Smart Assistive Technologies, LLC
C&B Strategic Consulting, Inc.	Integrated Solutions Management	Snap Surveys NH, Inc.
Camo Technologies, Inc.	Integritas Solutions, LLC	Statsoft, Inc.
Certon Software, Inc.	Intellectual Concepts, LLC	Stellacon Corporation
Chenega Global Services, LLC	Intertech, Inc.	Stockell Healthcare Systems, Inc.
Clerysys Incorporated	Karthik Consulting, LLC	Strategi Consulting, LLC
CNC Consulting, Inc.	Kime Distributing, Inc	Stratos Government Services, Inc
Comcon Technologies, Inc.	Lifetime Memory Products, Inc.	Strongbridge Corporation
Compass I.T. Consulting, LLC	LOGC2, Inc.	Synergy Consulting, Inc.
Cornerstone Sales And Marketing	Logic house ltd.	Tconnex, Inc.
Data Matrix Solutions, Inc.	LOGIC20/20 INC.	Telax Voice Solutions, Inc.
Decision Support, LLC	Long Range Systems, Inc.	Telophase Corporation
Dfuse Technologies, Inc.	M & H Consulting, LLC	Tenzing Corp
Ducatus Advisory, LLC	Maxisit, Inc.	The Library Corporation
Dynis, LLC	Melillo Consulting, Inc.	The Remi Group, LLC.
E911Helpline	Merritt Hospitality, LLC	Thoughtful Solutions, Inc.
East Coast Datacom, Inc.	Microbee Systems, Inc.	Tranzxn
Ecam secure	Mindseeker, Inc.	Tritus Technologies, Inc.
Emdeon Business Services, LLC	Mobal Communications, Inc.	TS Computers & Video, Inc.
Enabling Technologies Corp.	MVS USA, Inc.	Unitech Consulting, LLC
Encentric, Inc.	Nebro Mellado & Consultores, S.L.	United Global Technologies, Inc.
Engineering Technology Associates	Network Security Systems Plus	Universal Technologies, LLC
Esecuritytogo, LLC	Newmarket International, Inc.	Urimagination, Inc.
Expert Consultants, Inc.	Nisus Technology Corp.	Valytics, LLC
Fed Centric Technologies, LLC	Nvision Solutions, Inc.	Vana Solutions, LLC
Fedmine, LLC	Office Automation Systems, LLC	Virtual Team Works, Inc.
Fiberlight, LLC	Onsystem Logic, LLC	Wagner Resources, Inc.
Fibernet Systems, LLC	PG Public Services, LLC	Webfirst, Inc.
Flying Bridge Technologies	Phasespace, Inc.	Wingswept Communications, Inc.
Freewater Technologies Inc.	Pics Telecom International Corp.	Zyedge, LLC
Galt & Associates, LLC	PI-ROD, Inc.	