



# Industry Source

CENTER FOR IT SCHEDULE PROGRAM

1st Quarter, FY11

## Welcome!



Dear Industry Partner,

Welcome to the Center for IT Schedule Program's First Quarter FY11 Industry Partner Newsletter,

"Industry Source". In this newsletter, you will find the most up-to-date information about the IT Schedule 70 Multiple Award Schedule including overviews of new initiatives we are implementing and information on other resources and e-Tools that can assist you.

When customers require innovative IT products, services, and solutions, IT Schedule 70 is a viable solution as evidenced by \$16 billion in IT Schedule sales in FY10. The Center could not have made such positive strides in FY10 without the support, professionalism, and hard work of the IT Center associates. In

FY11, IT spending perseveres. Budgets have been cut in many agencies within Federal, state and local governments; however IT spending is still a priority. Total Schedule 70 sales for first quarter FY11 are \$4.5 billion compared to \$4.2 billion first quarter FY10 – a seven percent increase.

IT Schedule 70 contracting is currently moving toward a fully electronic contracting environment. Our eContracting pilot began in March, will expand its scope in May, and will conclude with an eContracting implementation roll-out in FY12. I am confident you will find this new process easy to use, standardized, efficient, and of course, "green."

We have also enhanced our IT Schedule 70 Helpline in addition to hosting a wealth of training and information sessions to educate you on IT Schedule 70. As the Federal

government's leader in commercial IT products, services, and solutions, I am proud of our achievements. I am committed to enhancing our partnership with you and believe that articulating a shared vision among all stakeholders is a critical component of our strategic planning efforts. Our vision for IT Schedule 70 is to be the most widely used acquisition vehicle in Federal, state, and local governments. Your assistance and support are paramount to helping us achieve that vision.

The next issue of "Industry Source" will feature a word from Damon McClure, the Deputy Director of Schedule Operations. I look forward to our continued partnership during FY11.

Regards,  
Patricia Waddell

## IT Schedule 70 Helpline

IT Schedule 70 is proud of the advancements we have made towards improving our customer service offerings. In January 2011, we implemented a new call center helpline to assist you with your questions. This call center will be the central point of contact for all inquiries related to IT Schedule 70 including the status of offers and modifications. The call center was created to provide timely and accurate assistance to our customers and industry partners. All calls will be filtered through a three-tier system in which each caller's needs are specifically addressed by subject matter experts (SMEs) that will address inquiries appropriately and timely.

For assistance, please call our toll-free national IT Schedule 70 Helpline, at 1-877-446-IT70, Monday through Friday, during the hours of 8:00 a.m. to 5:00 p.m. EST.

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"The great thing about a computer notebook is that no matter how much you stuff into it, it doesn't get bigger or heavier." Bill Gates

## Mentor Program Provides Vendor Success



Anthony "Tony" Eiland

It is no secret that the United States Government has increased its focus on small business during the past few years. In today's economy, policy and decision makers in both the public and private sector recognize that small businesses create new ideas, new visions, and new jobs. The Obama Administration believes the country's "economic recovery will be driven in large part by America's small businesses" and notes that small companies generated 70 percent of net new jobs annually over the last decade.

GSA increased its focus on small

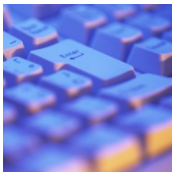
businesses as well, and on September 14, 2009, the GSA Office of Small Business Utilization initiated its Mentor-Protégé Program. This program enables GSA's prime contractors (with large and small business concerns) to furnish developmental assistance to protégé small businesses, including those that are disadvantaged, women-owned, Historically Underutilized Business Zone certified, veteran-owned, and service-disabled veteran-owned. Currently, the program has fifty five participants. Of the mentor participants, twenty one are small businesses mentoring other small businesses.

IT Schedule 70 vendors have found

the Mentor Protégée program a huge benefit as well. "A large percentage of our mentor and protégé firms are IT Schedule 70 vendors and they have been successful in assisting their protégés in the program," states Tony Eiland, the Mentor-Protégé Program Manager. "Since the majority of our small business mentor firms are from IT Schedule 70 it has promoted an environment of business flexibility for the development of information technology business opportunities."

The website for this program is [www.gsa.gov/mentorprotege](http://www.gsa.gov/mentorprotege). For additional information, please contact Program Manager, Tony Eiland at [anthony.eiland@gsa.gov](mailto:anthony.eiland@gsa.gov).

## eContracting Pilot



IT Schedule 70 is leading the efforts towards a fully electronic contracts management environment by creating and implementing an eContracting Pilot. eOffer/eMod is the GSA web-based application tool that allows industry partners to submit offers and modification requests electronically to the IT Schedule 70 Contracting Office quickly and more efficiently. IT Schedule 70 will begin a phased eContracting Pilot implementation in March, using a sample population of contact holders to validate the eContracting processes. The objectives of the eContracting Pilot are:

1. Insure all steps of the

process can be completed electronically,

2. Become more "green" by reducing paper and consolidating/reducing storage spaces,
3. Increase accessibility.

The success of this Pilot will demonstrate a standardized process that is easy to use and ecologically friendly. To initiate the Pilot the IT Schedule 70 staff completed digitizing over 400 contract files.

Note: The Mass Mod A112-Authorized Negotiators was issued on February 17th to electronically populate, update or modify existing authorized negotiators for all schedule contract holders. This

Mass Mod is a critical step in moving all GSA Schedules towards 100% eContracting. We are confident you will find eContracting to be user friendly, standardized, efficient, and of course "green".

We encourage you to submit your modification requests electrically through the eOffer or eMod system. To do this, please visit <http://eOffer.gsa.gov>. For additional information on electronic submission standards and requirements, please access our Vendor Support Center (VSC) website <http://vsc.gsa.gov>.



“A fundamental rule in technology says that whatever can be done will be done.” Andrew Grove

## CONTRACTING OFFICER SPOTLIGHT



The IT Schedule 70 associates would like to recognize (CO), Ms. Morgan Phillips Snyder, for her support and hard work towards accomplishing the Center’s mission and goals. A native of Northern Virginia, Ms. Phillips Snyder holds a Bachelor’s Degree in Business Management and a Master’s Degree in Business Administration from the University of Maryland. With more than six years of Federal experience, Ms. Phillips Snyder began her Federal career as an intern at GSA.

Ms. Phillips Snyder likes the methodological “detailed” approach of contracting and believes it is a perfect match for her natural ability in being detail oriented. When asked what she likes most about her position, Ms. Phillips Snyder said, “I like the customer service aspect—helping both our internal and external customers.” When asked about the constantly changing nature of technology, Ms. Phillips Snyder states, “Technology is ever changing; the fast paced nature of Schedule 70 expands my knowledge base and allows me to contribute to the organization. It provides personal growth in terms of becoming a well-rounded CO.”

Ms. Phillips Snyder serves as the team lead for three contract specialists and five contracting officers and assists in managing 553 contracts. She also provides leadership and support to Acquisition Management on numerous tasks and assignments including responding to Congressional letters and Freedom of Information Act requests.

Ms. Phillips Snyder is a great addition to our contracting team, and we appreciate her enthusiasm and hard work.

## ACQUISITION UPDATES

### Future Commercial Satellite Communications

In FY10, GSA’s Federal Acquisition Service partnered with the Defense Information Systems Agency (DISA) in the development of two SINs detailing Future Commercial Satellite Communications Services Acquisition (FCSA) services. The two new IT Schedule 70 SINs, 132-54 Transponded Capacity and 132-55 Subscription Services, were made available on February 9, 2010. These two SINs provide specific satellite services which require no development or systems integration activities. FCSA consists of a comprehensive set of acquisition activities which are intended to replace expiring DISA and GSA contracts. Currently, there are 10 contractors offering these FCSA sins.

For proposal and modification instructions, points of contact, checklists, and information on how to qualify to provide services for SINs 132-54 and 132-55, interested parties can access the FCSA website at <http://www.gsa.gov/fcsa>. Existing industry partners who are interested in submitting a modification to add SINs 132-54 and 132-55 must notify their CO by calling the IT Schedule 70 Helpline at 1-877-446-IT70.

### Changes to Acquisition-Related Thresholds

The Civilian Agency Acquisition Council and the Defense Acquisition Regulations Council issued a final rule on August 30, 2010 adjusting acquisition-related thresholds for inflation as set forth in section 807 of the Ronald W. Reagan National Defense Authorization Act for Fiscal Year 2005. 75 Fed. Reg. 53129. Section 807 dictates that acquisition-related thresholds must be adjusted for inflation every five years using the Consumer Price Index for all-urban consumers. The thresholds adjustments listed below are the most significant examples.

Threshold	Updated Amount	FAR
Simplified Acquisition Threshold (SAT)	\$150,000	FAR 2.101
Prime Contractor Subcontracting Plan Threshold	\$650,000 Construction - \$1,500,000	FAR 19.702
Cost or Pricing Data Threshold	\$700,000	FAR 15.403-4
Commercial Items Test Program Ceiling	\$6,500,000	FAR 13.500
Authorization Level for Competitive 8(a) Acquisitions	\$6,500,000 (manufacturing NAICS), \$4,000,000 (other NAICS)	FAR 19.805
Authorization Level for HUBZone Sole Source Awards	\$6,500,000 (manufacturing NAICS), \$4,000,000 (other NAICS)	FAR 19.1306
Authorization Level for SDVOSB Sole Source Awards	\$6,000,000 (manufacturing NAICS), \$3,500,000 (other NAICS)	FAR 19.1406
Past Performance Evaluations	\$150,000	FAR 42.1502



"It has become appallingly obvious that our technology has exceeded our humanity." ~Albert Einstein



*One Country.  
One Mission.  
One Source.*

**GSA**

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## OUTREACH

### Your Questions Answered

Two of the most common questions asked to our staff are "Once awarded, how do I market my product and or service?" and "How do I make changes to my contract?" In an effort to better serve you, we have broken these questions down and worked with our Contracting Officers to provide you with the most accurate answers.

1. *Once awarded, how do I market my product and or service?* To start, you can take a look at our brochure, "Steps to Success: Make the Most out of Your GSA Contract". This brochure provides valuable information on how to set your company apart from the competition and effectively market your products and services. To download the brochure online log on to <https://vsc.gsa.gov/>, select "Publications", and then select "Steps to Success: Make the Most out of Your GSA Contract". In addition, we recommend that you stay abreast of current outreach events, specifically trade shows and exhibits. Exhibiting at a Federal or local government

event can make you more visible to senior decision makers in the world of contracting. To supplement your marketing efforts, please note that we are working for you. We have a team of marketing professionals that consistently educate customers on the value of purchasing from companies through the IT Schedule 70 contracting vehicle.

2. *How do I make changes to my contract?*

To make changes to your contract, log onto <https://vsc.gsa.gov/>, and then go to the Modifications link. From there, you will see additional links to submit your modification request through the eMod/eOffer system, or through the Central Intake Desk (CID). Please reference clause 552.243-72 *Modifications (Multiple Award Schedule) (Jul 2000) (Alternate I – Sep 1999)* in your GSA Schedule Contract.

Question not answered? Please do not hesitate to call the IT Center Helpline 1-877-446-IT70.

### Mark Your Calendar

GSA's IT Schedule 70 Program associates invite you to attend our exhibits and participate in free upcoming training. Our next training is the "Submitting your GSA IT Schedule 70 Offer Workshop" scheduled for April 5th. For more information call 1-877-446-IT70 or e-mail the IT Center at [IT.Center@gsa.gov](mailto:IT.Center@gsa.gov). To register, please visit our website, <http://www.gsa.gov/schedule70!>

### Join Us at GSA Expo

IT Schedule 70 is ramping up for an engaging and energetic GSA Expo. We are pulling out all of the stops and are planning some great opportunities for you to learn and interact with our leadership. The Center will be hosting its Annual Industry Meeting on Monday, May 9 to kick off our offerings. The Meeting will be followed by various training opportunities including *Renewing and/or Exercising Your GSA Option*. For more information on the Annual Customer Meeting and to register for this free event, please visit <http://www.gsa.gov/portal/content/234753>. You may also learn more about GSA Expo by visiting <http://expo.gsa.gov/>.

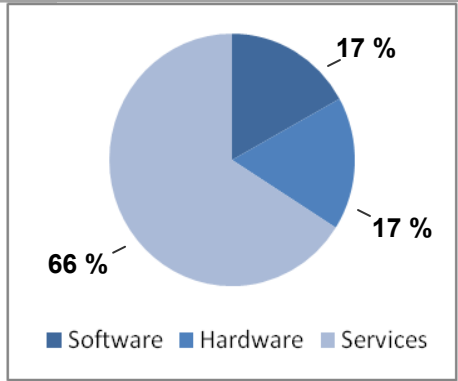


“Consumers are statistics. Customers are people.” Stanley Marcus

# QUARTERLY SALES REPORT

## First Quarter Sales at a Glance

	FY11	FY10	
Total	\$4,529,068,041	\$4,270,292,769	Total Sales: \$4,419,310,064
Federal	\$4,276,260,722	\$4,099,896,730	Software: \$749,129,482
State and Local Cooperative Purchasing	\$143,049,342	\$113,291,098	Hardware: \$753,437,978
Disaster Recovery	\$61,607,840	\$112,528	Services: \$2,916,742,604
Consolidated IT	\$48,150,137	\$56,992,413	



## First Quarter SIN Report

SIN	Federal	State & Local	Total
<b>Hardware:</b>			
132 3	\$4,388,148	\$28,405	\$4,416,553
132 4	\$327,695	\$0	\$327,695
132 8	\$732,029,869	\$12,151,815	\$744,181,684
132 9	\$4,444,557	\$67,489	\$4,512,046
<b>Hardware Total</b>	<b>\$741,190,269</b>	<b>\$12,247,709</b>	<b>\$753,437,978</b>
<b>Software:</b>			
132 32	\$55,875,334	\$4,202,067	\$60,077,401
132 33	\$667,337,600	\$21,714,481	\$689,052,081
<b>Software Total</b>	<b>\$723,212,934</b>	<b>\$25,916,548</b>	<b>\$749,129,482</b>
<b>Services:</b>			
132 12	\$132,920,915	\$2,743,539	\$135,664,454
132 34	\$268,946,431	\$28,476,778	\$297,423,209
132 50	\$30,860,000	\$4,770,816	\$35,630,816
132 51	\$2,188,281,774	\$18,730,853	\$2,207,012,627
132 52	\$54,644,795	\$1,139,591	\$55,784,386
132 53	\$123,613,035	\$49,023,508	\$172,636,543
132 60	\$0	\$0	\$0
132 60A	\$178,859	\$0	\$178,859
132 60B	\$0	\$0	\$0
132 60C	\$51,263	\$0	\$51,263
132 60D	\$0	\$0	\$0
132 60E	\$0	\$0	\$0
132 60F	\$0	\$0	\$0
132 61	\$81,048	\$0	\$81,048
132 62	\$12,279,399	\$0	\$12,279,399
<b>Services Total</b>	<b>\$2,811,857,519</b>	<b>\$104,885,085</b>	<b>\$2,916,742,604</b>
<b>Grand Total:</b>	<b>\$4,276,260,722</b>	<b>\$143,049,342</b>	<b>\$4,419,310,064</b>



"Coming together is a beginning. Keeping together is progress. Working together is success." Henry Ford

## 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	SCIENCE APPLICATIONS INTERNATION	\$143,730,115
8	DLT SOLUTIONS, LLC	\$134,035,655
9	CARAHSOFT 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 TEC	\$106,700,747
16	BOOZ ALLEN HAMILTON INC.	\$104,905,619
17	HP ENTERPRISE SERVICES, LLC	\$103,863,079
18	SYSTEMS RESEARCH AND APPLICATION	\$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 SOLUTION	\$76,833,964
24	MANTECH ADVANCED SYSTEMS INTERNA	\$73,223,602
25	ACCENTURE LLP	<u>\$69,706,745</u>
<b>Total of Sales for Top 25 IT Schedule Industry Partners:</b>		<b>\$3,386,488,060</b>
<b>Total Current IT Sales for FY11:</b>		<b>\$8,005,536,537</b>
<b>Top 25 Vendors' Percentage of Sales:</b>		<b>42.47%</b>



"The achievements of an organization are the results of the combined effort of each individual." Vince Lombardi

## 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.	\$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, IN	\$1,447,087
24	HARRIS CORPORATION	\$1,446,512
25	RELIABLE GOVERNMENT SOLUTIONS IN	<u>\$1,421,060</u>
<b>Total Sales for Top 25 IT Schedule Industry Partners:</b>		<b>\$226,954,293</b>
<b>Total Current IT Cooperative Purchasing Sales for FY11:</b>		<b>\$285,146,544</b>
<b>Top 25 Vendors' Percentage of Sales:</b>		<b>79.59%</b>



"Success doesn't come to you? You go to it." Marva Collins

## 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 first quarter of FY11.

21CT, Inc.	Flatirons Two, Inc.	Pittman Group, Inc.
2D3, Inc.	Focus It Technology, Inc	Priority 5 Holdings, Inc.
A2 Consulting, Llc	Forethought, Inc.	Psi Business Computers, Inc.
Absolute Business Solutions Corporation	Frank Parsons, Inc.	Public Engines, Inc.
Accelerated Information Management	Frontline Solutions Corporation	Rede
Access Computers Incorporated	Gadellnet Consulting Services	Redmane Technology, Llc
Active State Software, Inc.	Galindo Consulting Group, Inc.	Relis, Llc
Advanced Facility Management Services	Gatekeepers Internet Marketing	Richwood Group, Company
Advanced Software Products Group	Geographic Technologies Group	Rividium, Inc.
Advanced Solutions for Tomorrow	George Ventures, Llc	Rolston Information Systems
AEG Group Inc.	Global Nest, Llc	Roundarch, Inc.
Aesir, Inc	Halcyon Solutions, Inc.	Salvagedata Recovery Incorporate
Altura Communication Solutions	Healthrx Corporation	Samsung SDS America, Inc.
American Electric Company, Llc	Highlight Technologies, Llc	SDG Systems, Llc
Application Architects, Llc	Ida of Moorhead Corporation	Seeds Of Genius Corporation
Aptec, Llc	Imagitek, Ltd.	Segovia, Inc.
Arch Smart, Llc	Imedx, Inc.	Sentrillion Corporation
Arcturus Systems Corporation	Impact Innovations Systems, Inc.	Si Tec Consulting, Llc
Ariadne Genomics, Inc	Incapsulate, Llc	Siberlogic, Inc
Ark Solutions, Inc	Inficare, Inc.	Sim-G Technologies, Llc
Avid Card, Inc.	Integra Telecom, Inc.	Sitka Technology Group, Llc
BIT Systems, Inc.	Intellinet Corporation	Skybitz, Inc.
Blue Ridge Technical Services	Ipkeys Technologies, Llc	Smarsh, Inc.
Blue Wolf Group, Llc	Iron Compass Map Company	Somerset Technology Group, LLC
Broadview Networks Holdings, Inc	Iron Speed, Inc	Spectrum Systems, Inc
C2 Solutions Group, Inc.	Kaegan Corporation	Spedient, Inc.
C3N Services Llc	Kaseya US Sales, Llc	Sritech Corporation
Call Copy, Inc.	Kiland's Office Systems, Inc.	St Messaging Services, Llc
Cedarcre Stone, Inc.	Knoahsoft, Inc.	St4 Learning, Inc.
Central Vision Solutions, Inc.	Kolcom Network Solutions, Inc	Sunrise Technologies, Inc.
Clear Wireless, Llc	Kord Technologies, Inc.	T and T Consulting Services, Inc
Cole Engineering Services, Inc.	Korstone Technologies, Llc	Tapestry Solutions, Inc.
Comint Systems Corporation	Labat-Anderson, Inc.	Tasa Information Technology Group
Compass Solutions, Llc	LeArnold & Associates, Llc	Techne Consulting Services, Llc
Computational Physics, inc.	Lk4 Technology Corporation	Tel Tech Plus, Inc.
Connexon Telecom Inc	Management Computer Controls, Inc	Telesto Group, Llc
Core Solutions, Inc.	Management Support Technology	TMI Solutions, Inc.
Course Avenue, Llc	Mersoft Corporation	Towerstrides, Inc.
Crestron Electronics, Inc.	Micropac technologies, Inc.	Transdyn, Inc.
Data Research Group Corporation	Mig & Consultants, Inc.	Triton Federal Solutions, Inc.
Data Cert, Inc	Mitel Business Systems, Inc.	United Radio Incorporated
Dieko Corporation	MK Partners, Inc.	US Falcon, Inc.
Dnutch Associates, Inc	Msquare Systems, Inc.	Versatile Business Solutions, Llc
Echoditto, Inc.	MTS Integratrak	Vertical Systems, Inc
Ecovate, Inc.	Mudiam, Inc	Visual Computer Solutions, Inc.
Empress Media Asset Management	Object Stream, Inc.	Vixio Technology, Llc
Enclarity, Inc.	One Spring, Llc	Vizada, Inc.
Enclipse Online, Inc.	Open Planning Project Inc	Ware on Earth Communications, Inc.
Epitec Group, Inc.	Optimum Fiberoptics, Inc.	
Excellere Consulting Associates	Oxford Consulting Group, Inc.	
Federal Resources Corporation	Pacific Wireless Communications	
FEFA, Llc	Pathfinder Digital, Llc	
Five 9 Group, Inc.	Philips Healthcare Informatics	