



Industry Source

CENTER FOR IT SCHEDULE BUSINESS PROGRAMS

3rd Quarter, FY11

Welcome!



Dear Industry Partners, As we move into the final quarter of FY11, I am excited to announce the total sales for IT Schedule 70 remain ahead of last year's sales for the same period. We have remained steady in terms of federal sales, and have had a very successful year for state and local sales. In addition, our sales for software and services, in the federal and state and local markets, have increased. I believe we will continue to see a slight increase in sales over FY10 as we wrap up FY11.

One way IT Schedule 70 has been working to build sales this quarter is by marketing our schedule in some new places. First, I am excited to share with you the [IT Schedule 70](#)

[Contract Guide](#) that was published in collaboration with the 1105 Government Information Group as an insert in the July 11 issue of Federal Computer Week. This guide features IT Schedule 70 program capabilities and benefits, demonstrating the ways in which GSA offers integrated technology products, services, and solutions.

Secondly, I had the pleasure of speaking on discussion panels at two different events. In May, I joined Mary Davie, Assistant Commissioner of GSA's Office of Integrated Technology Services, at the Association for Federal Information Resource Management (AFFIRM), to discuss how GSA's Federal Acquisition Service delivers innovation government wide. In June, I participated on a panel of women in IT across the government at Women in

Technology's (WIT) "Government Leaders at the Helm". There was great discussion at each event and I was excited to share with the groups what GSA and IT Schedule 70 are doing to help the federal government implement OMB's 25 Point Plan to Reform Federal IT Management in cloud computing, cyber security, consolidation of data centers, and other IT initiatives.

Lastly, thanks to those of you who attended the GSA Expo. The staff and I look forward to other opportunities to meet and assist you with any questions or issues you have concerning IT Schedule 70. Thank you for your continued support in making IT Schedule 70 the government's #1 source for IT acquisitions.

Sincerely,
Patricia Waddell

Industry Partner Reminders

We're Going Green!

To meet the government mandates on sustainability, IT Schedule 70 is going green and reducing our reliance on paper. On October 1st, we will mandate the usage of eOffer/eMod. For those of you who have not started already, you are required to have a digital certificate prior to accessing the eOffer/eMod application. For more information on eOffer/eMod or digital certificates, please visit: www.eoffer.gsa.gov/.

Industry Partner Meetings

We plan to pilot a new initiative to meet with our industry partners and

discuss how to promote products and services on IT Schedule 70 to the federal, state and local marketplaces. These meetings are also an excellent opportunity to sit down with a representative from our office who can help industry partners successfully navigate the marketplace. If you would like to meet with one of our specialists, please call 1-877-446-4870.

Mass Modification (Mass Mod) Processing

Notices are sent via email whenever there is a new mass mod, which

occurs with a refresh of the solicitation or if there is a specific update needed. This past year there were several, such as the recent mass mod for updating your company's authorized negotiators. This mod was designed to facilitate the use of digital certificates for processing mods and offers in the eOffer/eMod system. To ensure that you are receiving the notifications for the mass mods, verify that your company's contract administrator's email information is up to date. To find out if there are outstanding mass mods, sign into the Vendor Support Center (vsc.gsa.gov) to view and accept outstanding mass mods.



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

Just Released: IT Schedule 70 Contract Guide

We are very excited to share an electronic copy of the [IT Schedule 70 Contract Guide](#). This was published in collaboration with the 1105 Government Information Group and is an insert in the July 11 issue of Federal Computer Week.

The insert includes interviews with GSA officials and provides valuable information about:

- Leveraging the Use of IT Schedule 70
- Strategic, Customer-Centric Solutions for the Future of Cloud Computing
- Expanding Procurement Options
- Providing Government-wide Flexibility Value in Satellite Services

• Industry Benefits of IT Schedule 70

Various program managers and other leaders in the areas of Acquisition Management, Assisted Acquisition Services, Citizens Services & Innovative Technology, Cloud Computing, COMSATCOM, Cooperative Purchasing, Cyber Security, IT Schedule 70, SmartBuy, and Small Business Utilization were interviewed for this insert. Each article provides a unique view of IT Schedule 70 and the many ways it can benefit federal, state, and local government agency customers and industry partners.

The insert can be accessed at <http://fcw.comgsaschedule70>.

If you have feedback regarding this publication, please contact Sharon Cooper at sharon.cooper@gsa.gov. We appreciate any constructive feedback you have and will try to incorporate your suggestions in upcoming publications.



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 at 1-877-446-4870, Monday through Friday, from 8:00 am to 5:00 pm EST.

What is a Blanket Purchase Agreement (BPA)?

A Blanket Purchase Agreement (BPA) is a simplified method of filling recurring needs for supplies and services, while leveraging ordering activities' buying power by taking advantage of quantity discounts, saving administrative time, and reducing paperwork. For more information on BPAs, please visit www.gsa.gov/bpas.

How do I adjust the prices to my already awarded contract?

You must request a modification by going online to: www.eoffer.gsa.gov. You will need to refer to contract *Economic Price Adjustment* Clauses: 552.216-70 or I-FSS-969, and *Modification Clause*: 552.243-72 for further guidance.

What is FedRAMP?

The Federal Risk and Authorization Management Program (FedRAMP) provides a standard for Assessing and Authorizing commercial cloud computing services. This approach allows joint authorizations and continuous security monitoring services for Government and Commercial cloud computing systems intended for multi-agency use. Joint authorization of cloud providers results in a common security risk

model that can be leveraged across the Federal government. The use of this common security risk model provides a consistent baseline for Cloud-based technologies. This common baseline ensures that the benefits of cloud-based technologies are effectively integrated across the various cloud computing solutions currently proposed within the government. To learn more go to www.FedRAMP.gov

What is the status of the Solicitation Refresh?

Refresh 28 to the IT Schedule 70 Solicitation Number FCIS-JB-980001-B was published on June 16, 2011. Various clauses and provisions were added and updated, however there were no deleted clauses or provisions in Refresh 28.



"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
Business 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. EDT
Fax: (703) 605-9839
lt.center@gsa.gov

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



Mark Your Calendar

We invite you to attend our in-house training sessions or exhibits listed below.

Training Sessions

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. The training sessions 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 Contract
August 17, 2011	Post Award Training: Maintaining Your GSA IT Schedule 70 Contracts

Exhibits

We will be hosting a booth at the following upcoming national events. If you are attending these events, please stop by and say hello.

Date	Event	Location
August 7 - 10, 2011	GovEnergy	Cincinnati, OH
August 8 - 9, 2011	Intergovernmental Tech Conference	Harrisburg, PA
August 23, 2011	LandWarNet	Tampa, FL
August 25 - 28, 2011	NIGP Annual Forums and Procurement Expo	National Harbor, MD
August 28 - September 1, 2011	AFTIC	Montgomery, AL

Contracting Officer Spotlight



We would like to recognize Mrs. Mona Settle, Contracting Officer and team lead, for her exemplary support and loyalty to the mission of the Center for IT Schedule Operations and GSA. Mrs. Settle has 27 years of contracting experience and is a warranted FAC-C Level III certified contracting officer. She leads a team of five, comprised of contract specialists and contracting officers; overseeing approximately 300 contracts valued in excess of \$3 billion. She is also known for her superior coaching skills and professional demeanor. Recently, Mrs. Settle worked tirelessly to award five options to extend complex high value contracts in a matter of weeks. Mrs. Settle's stellar actions and timely award of these contracts attributed to the overall efficiency within her branch and the IT Center.



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

QUARTERLY SALES REPORT

Third Quarter Sales at a Glance

	FY11	FY10
Total	\$12,423,993,982	\$12,319,434,981
Federal	\$11,759,367,084	\$11,823,614,706
State and Local Cooperative Purchasing	\$468,192,139	\$346,249,616
Disaster Recovery	\$65,050,689	\$588,447
Consolidated IT	\$131,384,070	\$149,032,212

Third Quarter SIN Report

SIN	Federal	State & Local	Total
<i>Hardware:</i>			
132 3	\$13,852,196	\$77,290	\$13,929,486
132 4	\$1,005,365	\$0	\$1,005,365
132 8	\$1,873,424,520	\$29,698,231	\$1,903,122,751
132 9	\$8,215,063	\$116,256	\$8,331,319
<i>Hardware Total</i>	\$1,896,497,144	\$29,891,777	\$1,926,388,921
<i>Software:</i>			
132 32	\$164,888,693	\$12,374,655	\$177,263,348
132 33	\$1,628,849,325	\$75,529,876	\$1,704,379,201
<i>Software Total</i>	\$1,793,738,018	\$87,904,531	\$1,881,642,549
<i>Services:</i>			
132 12	\$407,181,639	\$7,754,307	\$414,935,946
132 34	\$881,223,298	\$80,851,308	\$962,074,606
132 50	\$74,859,463	\$9,904,551	\$84,764,014
132 51	\$6,176,257,393	\$94,840,733	\$6,271,098,126
132 52	\$135,476,396	\$4,379,596	\$139,855,992
132 53	\$363,525,064	\$152,594,862	\$516,119,926
132 54	\$69,300	\$0	\$69,300
132 55	\$546,766	\$70,474	\$617,240
132 60A	\$445,195	\$0	\$445,195
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	\$304,904	\$0	\$304,904
132 62	\$29,183,435	\$0	\$29,183,435
<i>Services Total</i>	\$8,069,131,922	\$350,395,831	\$8,419,527,753
Grand Total:	\$11,759,367,084	\$468,192,139	\$12,227,559,223

Sales Figures as of June 30, 2011



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

QUARTERLY SALES REPORT—FEDERAL

Top 25 Industry Partners

Rank	Contractor Name	Sales
1	DELL MARKETING L.P.	\$636,820,285
2	COMPUTER SCIENCES CORPORATION	\$272,023,347
3	BOOZ ALLEN HAMILTON INC.	\$268,280,455
4	INTERNATIONAL BUSINESS MACHINES	\$265,704,404
5	CARAHSOFT TECHNOLOGY CORPORATION	\$233,889,540
6	IMMIXTECHNOLOGY, INC.	\$231,891,241
7	HEWLETT-PACKARD COMPANY	\$229,123,570
8	HARRIS CORPORATION	\$212,735,040
9	SCIENCE APPLICATIONS INTERNATIONAL CORP	\$203,637,204
10	ACCENTURE FEDERAL SERVICES LLC	\$194,365,475
11	DLT SOLUTIONS, LLC	\$190,924,224
12	CELLCO PARTNERSHIP	\$183,971,460
13	MYTHICS, INC.	\$167,137,037
14	ORACLE AMERICA, INC.	\$163,471,905
15	NORTHROP GRUMMAN INFORMATION TECHNOLOGY	\$162,381,580
16	HP ENTERPRISE SERVICES, LLC	\$155,482,815
17	SYSTEMS RESEARCH AND APPLICATION	\$151,787,837
18	QINETIQ NORTH AMERICA, INC.	\$142,751,247
19	INSIGHT PUBLIC SECTOR, INC.	\$138,942,723
20	BAE SYSTEMS INFORMATION SOLUTION	\$134,801,506
21	CGI FEDERAL INC.	\$133,227,604
22	DELOITTE CONSULTING LLP	\$128,710,651
23	MICROTECHNOLOGIES LLC	\$111,850,857
24	ACCENTURE LLP	\$110,549,754
25	EC AMERICA, INC.	\$108,009,076
Total of Sales for Top 25 IT Schedule Industry Partners:		\$4,932,470,837
Total Current IT Federal Sales for FY11:		\$11,759,367,084
Top 25 Industry Partners' Percentage of Federal Sales:		42.47%

Sales Figures as of June 30, 2011



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

QUARTERLY SALES REPORT—STATE & LOCAL

Top 25 Cooperative Purchasing Industry Partners

Rank	Contractor Name	Sales
1	CELLCO PARTNERSHIP	\$139,981,762
2	ORACLE AMERICA, INC.	\$55,320,830
3	DLT SOLUTIONS, LLC	\$28,667,998
4	MANTECH ADVANCED SYSTEMS INTERNATIONAL	\$24,839,627
5	MYTHICS, INC.	\$24,610,631
6	DYNTEK SERVICES, INC.	\$17,487,538
7	CDW GOVERNMENT LLC	\$13,990,464
8	IMMIXTECHNOLOGY, INC.	\$12,394,388
9	CAPSTONE CORPORATION	\$8,117,900
10	EC AMERICA, INC.	\$5,683,108
11	BLACKBOARD INC.	\$5,346,411
12	SPRINT COMMUNICATIONS COMPANY	\$5,330,188
13	ALLTEL CORPORATION	\$4,107,111
14	AVAYA FEDERAL SOLUTIONS, INC.	\$3,662,826
15	BAYTEK CONSULTING INC	\$3,503,605
16	SYMANTEC CORPORATION	\$3,060,006
17	HYLAND SOFTWARE, INC.	\$2,678,806
18	ENTERPRISE SOLUTIONS, INC	\$2,653,729
19	GLOBAL KNOWLEDGE TRAINING LLC	\$2,588,930
20	CARAHSOFT TECHNOLOGY CORPORATION	\$2,367,845
21	ADVANTAGED SOLUTIONS, INC.	\$2,366,847
22	METAFORMERS, INC.	\$2,352,266
23	INTERNATIONAL BUSINESS MACHINES	\$2,269,119
24	PROMARK TECHNOLOGY, INC.	\$2,260,912
25	LEARNING TREE INTERNATIONAL USA	\$2,066,135
Total Sales for Top 25 Cooperative Purchasing IT Schedule Industry Partners:		\$377,708,982
Total Current IT Cooperative Purchasing Sales for FY11:		\$468,192,139
Top 25 Industry Partners' Percentage of Cooperative Purchasing Sales:		80.67%

Sales Figures as of June 30, 2011



"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 industry partners who joined the ranks of the elite IT Schedule 70 Contract Holders during the third quarter of FY11. For a complete list of all of our Industry Partners, please visit our website, www.gsa.gov/schedule70.

2is Inc.	Digital Canal Corp.	Novaquest, LLC
A&E Office and Industrial Supply	Digitalspec, LLC	Ontash Systems, Inc.
A.I.M. Technical Consultants, Inc.	DLT Federal Business Systems Corp	Opera Solutions, LLC
Acd Telecom, LLC	Dtreds LLC	Optime-Tech, LLC
Acustaf Development, Corp.	Dynamic Network Enterprises, Inc.	Paradigm Solutions, Inc.
Addx Corp.	Ecointeractive, Inc.	Paragon Micro, Inc.
Aeec, LLC	Enterprise Risk Management, Inc.	Peerless Technologies Corp.
Airborne Biometrics Group, Inc.	Enterprise Technology Solutions	Pinnacle Technical Systems Inc.
AIS Engineering, Inc.	Evanhoe & Associates, Inc.	Princeton Satellite Systems, Inc.
Allfon, LLC	Fabulous Sites, Inc.	Prolink, LLC
Altum Operations, LLC	Fast Lane Consulting & Education	Results Leadership Group, LLC
American Cable & Wire, LLC	Federal Erp, Inc.	Rf Logistics, LLC
Ampcus, Inc.	First Information Technology Services	Riviera, Inc.
Anixter, Inc.	Firstcarbon Solutions, Inc.	Romanyk Consulting Corp.
Anvil Logic, Inc.	Fivepaths, LLC	Round Rock Software, LLC
Apex Infotech, Inc.	Forum Info-Tech, Inc.	Rtd Embedded Technologies, Inc.
Apex Systems, Inc.	G4 Government-Solutions, Inc.	Sada Systems, Inc.
Aquas, Inc.	Genilogix, LLC	Schultz Medical Transcription
Arias Information Solutions, LLC	Global Systems Technologies, Inc.	SDV Tech, LLC
Asc Group, Inc.	Greshko Consulting, Inc.	Selectron Technologies, Inc.
Ashburn Consulting	Handeys Electronic Center, Inc.	Sensory Technology Consultants
Asrc Management Services, Inc.	Hooah, LLC	Silotech Group, Inc.
Atrixware, LLC	Horne Engineering Services, LLC	Solutions Through Innovative Technology
Axis Management Group, LLC	Idea Entity Corporation	Somat Engineering, Inc.
Axis Telesolutions, Inc.	Ies Commercial, inc.	Spearstone Management, LLC
B3 solutions, LLC	Integrated Resources, Inc.	Springhouse Computer School, Inc.
Barr Systems, LLC	Intellicog, Inc.	Spry, Inc.
Basic Engineering Concepts &Technology	Intueor Consulting, Inc.	Strategic Operational Solutions
BCCP Consulting, LLC	J & N Computer Services, Inc.	Strategic Solutions Unlimited,
Bci-it, Inc.	Jda Software, Inc.	Suresoft Technologies Co., Ltd
Borgsolutions, Inc.	Jones Utilities Construction, Inc.	Tachyon Networks Inc.
Brandt Information Services, Inc.	Keybridge Technologies, Inc.	Technicate Solutions, Inc.
Broadview Networks, Inc.	K-form, Inc.	Technology Assurance Labs, LLC
Cabem Technologies, LLC	Lariat Software Professionals	The Bridgenet Group, Inc.
Capital Sales Group, LLC	Link Tech, LLC	The Sylvester Group, LLC
C-edge Software Consultants, LLC	Links Outsourcing & Consulting	Therapy Track, LLC.
Censis Technologies, Inc.	Logical Security, LLC	Tiebridge, Inc.
Centric Consulting, LLC	Lunarline, Inc.	Tortel Usa, LLC
Chenega logistics, LLC	Macrosearch, Inc.	TPR Media, LLC
Chipco Computer Distributors, Inc.	Management and Technology Solutions	Twacomm.com, Inc.
Collaborative Work Systems, Inc.	Matrix Solutions, Inc.	Twin-Soft Corporation
Colsa Corp.	Mdu Enterprises, Inc.	Visionary Solutions, Inc.
Contex Americas, Inc.	Medical Science & Computing, Inc.	Visual Connections, LLC
Cousins & Associates, Inc.	Methodvue, LLC	Visualshare, LLC
Criticom, Inc.	Millennium services 2000+ Inc.	Winn solutions, LLC
Defense Engineering, Inc.	Mission Critical Partners, Inc.	Xsb, Inc.
Defense Software Corporation	Motir Services, Inc.	Xtrategit, Corp.
Denysys Corp	Network People, Inc.	Zedasoft, Inc.
Diamondback Consulting, Inc.	New Dimension Networks, Inc.	
Digicert, Inc.	Northland Systems, Inc.	
	Novalink Solutions, LLC	