



THE WINNING TIMES



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★ YOUR TEAM FOR WINNING FEDERAL CONTRACTS

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THE NAME OF THE GAME IN DEFENSE CONTRACTING IN 2007 IS "IDIQ"

As the federal government begins the new FY 2007 next month, IT contractors may notice the surprising evolution of DoD procurement vehicles into IDIQ contracts. According to Washington Technology, "the most notable trend seen in the new contracts is the prevalence of big, broad IDIQ contracts" and that DoD "for several years has been increasingly using these contracts to cover its IT needs". As early as June 2006, industry sources had already pointed out nearly two dozen of these type procurements.

The trade press goes on to say that this marks a divergence away from past procurement since "the Defense Department either has used large, single-award winner-take-all procurements or relied on General Services Administration IT procurement vehicles, such as Millennium and Applications'N Support for Widely diverse End-user Requirements."

A wide array of factors, ranging from your company size, to depth and breadth

of past performance will determine the effects of these changes, and will play a crucial role where both individual and prime contracts, as well as the logistics of teaming arrangements, are concerned.

Solid, proactive research that provides the tools for your business to develop winning strategies that recognize and adapt to the ever-changing federal procurement environment is one way to stay ahead of the curve. Global Services offers customized market research analysis studies customized for individual contractors to evaluate and reassess best marketing strategies and business development targets in light of recent procurement activity within defense, civilian and intelligence spheres.

Contact us today (emurray@globalservicesinc.com) to learn more about how we can provide individualized market intelligence to steer your business towards lucrative federal

NEWS ABOUT UPCOMING CONTRACTS

The final RFP for the Alliant and Alliant SB contract is still on target for release in October 2006. GSA reports that numerous comments were filed with the agency during the release of the second draft earlier this year and is expected to release additional information from those comments/questions in the very near future. If Alliant and Alliant SB are on your

business development pipeline, keep your eyes on the lookout for more information from GSA very soon. For more information, see www.gsa.gov.

The 2010 Census Communications Campaign Program is a comprehensive communications campaign project that seeks to hire companies to assist the

ARE YOU LOOKING FOR SOME HELPFUL FEDERAL CONTRACTING RESOURCE LINKS?

Try our [Links](#) page.

ARE YOU CURIOUS ABOUT WHAT OUR PREVIOUS CLIENTS SAY ABOUT THEIR EXPERIENCE WITH GLOBAL SERVICES?

Please visit our [Testimonials](#) page.

HAVE A QUESTION YOU WANT ANSWERED IN OUR CLIENT CORNER SECTION?

Please fill out our [brief form](#) and send us your [questions](#).

“ARE YOU ON SCHEDULE?” – CONTINUED

internet-based simulcast, reaching prospective customers and teaming partners worldwide. Collaborative and targeted marketing activities with Members and Alliance Partners of The ASBC will provide unparalleled access into the heart of small businesses nationally. The online site at <http://www.federalcontracting.info> will feature expanded versions of on-air content, and discussion forums where listeners can post questions and comments for FEDERALLY READY™ segment contributors.

Government contracting officials and small business specialists may email event information to FEDERALLY READY™ for posting on the website to increase industry visibility of relevant events. Professional organizations and associations may purchase calendar postings and on-air announcements of their federal contracting-related events for a nominal fee.

For more information about the show or becoming a sponsor, contact The ASBC at 410.381.7378 or via email at info@theasbc.org.

GLOBAL SERVICES PRESIDENT, COURTNEY FAIRCHILD, IS FEATURED IN THE LATEST ISSUES OF TWO MAJOR FEDERAL GOVERNMENT PROCUREMENT PUBLICATIONS, *FEDERAL COMPUTER WEEK* AND *GOVERNMENT EXECUTIVE*

Click on the links below to read the full articles- including Courtney's comments- detailing upcoming trends in federal government contracting as we enter fiscal year 2007:

Federal Computer Week, September 4, 2006:

"Because of federal procurement reforms, more agencies use government-wide acquisition contracts..."

Click here to read the full article at FCW.com

Government Executive, August 15, 2006:

"Civilian agencies fumbled emergency procurements last year; now they're looking ahead so they'll be prepared."

Click here to read the full article at GovExec.com

GSA VETS GWAC WINNERS

Global Services has learned that the following companies have been listed as "apparent successful vendors" on the GSA VETS GWAC. This list has not been confirmed by the General Services Administration; however, it these companies have been informed by GSA that they are considered the "apparent successful vendors." GSA is hoping to clear any protests on these awardees in ten to fifteen days and deliver final award confirmation by October. Congratulations to those on this list!

- Advanced Systems
- Aero Tech Service Associates
- American Veterans, LLC
- C Watkins & Associates, INC
- C2-Revoltent
- Catapult Technology
- Centuria Corporation
- Client Server Software

ARE YOU LOOKING FOR OTHER
CONTRACTOR EVENTS?

Try our [Events](#) page.

DO YOU NEED TO REFERENCE
ONE OF OUR OLD
NEWSLETTERS?

Please visit our [Winning Times archive](#) page.

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GSA VETS GWAC WINNERS – CONTINUED

- Solutions
- Compumatics
- Council for Logistics Research, Inc.
- Craig Technical Consulting Inc.
- DV United, LLC
- Engineering Services Network, Inc.
- FTDATA, INC
- Global-BSC Systems. Inc. Joint Venture
- Hoffman Technologies, Inc.
- HMS Technologies, INC
- Ian, Evan & Alexander Corporation
- Information Innovators, INC
- Innovative Management Concepts
- INTECON, LLC
- ISI/PSS Group Joint Venture
- Kingfisher Systems
- KT Consulting
- Mandex, Inc
- MED Trends Inc.
- Metters Industries
- Milvets System Technology, Inc.
- Mission Solutions, INC
- Native American Industrial Distributors, INC
- Penobscot Bay Media
- Professional Solutions, LLC
- Standard Communications, INC
- Symphony Consulting Group
- Systems Made Simple, INC
- Technical and Project Engineering, LLC
- Triumph Technologies
- Tseva Group, LLC
- Veteran Corps of America
- Veteran Engineering & Technology, LLC
- Veterans Enterprise Technology Solutions, INC
- Vetsamerica Business Consulting, Inc.
- Vision Technologies, Inc
- Veteran Enterprise Technology Services, LLC

SPECIAL CONTRACTOR EVENTS – INFORMATIVE AND EDUCATIONAL OPPORTUNITIES

September 22, 2006: Washington, DC Chapter of SCORE presents "GSA Schedules 101" This course is from 9:00 AM to Noon. Please contact SCORE at www.scoredc.org or 202-606-4000 x 287.

September 29, 2006: Washington, DC Chapter of SCORE "Preparing A Winning Proposal." This course is from 9:00 AM to Noon. Please contact SCORE at www.scoredc.org or 202-606-4000 x 287.

October 20, 2006: Washington, DC Chapter of SCORE presents "Business Development in the Federal Sector." This course is from 9:00 AM to Noon. Please contact SCORE at www.scoredc.org or 202-606-4000 x 287.

December 1, 2006: Washington, DC Chapter of SCORE presents "Business Development in the Federal Sector." This course is from 9:00 AM to Noon. Please contact SCORE at www.scoredc.org or 202-606-4000 x 287.

December 8, 2006: Washington, DC Chapter of SCORE presents "GSA Schedules 101" This course is from 9:00 AM to Noon. Please contact SCORE at www.scoredc.org or 202-606-4000 x 287.

December 15, 2006: Washington, DC Chapter of SCORE "Preparing A Winning Proposal." This course is from 9:00 AM to Noon. Please contact SCORE at www.scoredc.org or 202-606-4000 x 287.

Business Development in the Federal Sector is presented by Martin Hicks, MPA. Vice President for Business Development Services – Global Services.

Obtaining a GSA Schedule and Making It Work is presented by Courtney Fairchild. President – Global Services.

To find out when our next internal seminar will be held, please contact us at global@globalservicesinc.com or call 202.234.8933.