

IT Schedule 70 End of the Year Report

Compiled From the <u>Universal</u> <u>Report</u> <u>Specifying</u> <u>Application</u> (URSA)

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Year-End Summary

Fiscal Year 2007 officially ended with IT Schedule 70 federal sales at \$16.31 billion which was \$41 million less than last years federal totals. Cooperative Purchasing exceeded last years sales by reaching \$323 million. Corporate Schedule sales were \$286 million, slightly lower than the \$297.42 million that it was last year.

Due to decreasing agency IT budgets, new sales competition from government wide acquisition contracts and other multiple award contracts scales were down from last year amount of \$17.2 billion to a total of \$16.96 for the FY 2007. GSA also faced a reorganization in which GSA has made great strides. With that being said IT schedules, continues to be a popular contracting vehicle accounting for 26% of the Federal IT market share.

State and Local governments continue to expand their use of the IT Schedule 70 Cooperative Purchasing Program. In FY'2006 sales totals were \$240 Million. In FY'2007 sales increased by 34.5% (\$80 Million in sales) for a year end total of \$323 Million for the Cooperative Purchasing Program. GSA Schedules 70 facilitated the new Software Managed and Acquired on the Right Terms (SmartBUY) Program this year. SmartBUY is a Federal government-wide enterprise software licensing initiative conducted by GSA in coordination with The Office of Management & Budget. This initiative allows the federal government to leverage its software package buying power to achieve maximum cost savings across DOD and civilian government agencies.

State & Local governments will find SmartBUY a cost effective procurement as they are able to collectively consolidate software purchases for greater volume-based savings. Currently there are eleven SmartBuy agreements available for Data-at-Rest (DAR) encryption product procurements.

Several positive notes this year:

- 1.GSA received unqualified "clean" opinion on FY 2007 Financial Statement
- 2.Ranked as one of the top 10 places to work
- 3. Completed transition to the Federal Acquisition Service in May

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The Quick and Dirty Index:

Federal Sales(FY07): \$16,312,781,224

Corporate (00CORP)(FY07): \$286,846,000

State/Local Sales (FY07): \$323,043,861

Disaster Recovery Sales: \$71,411

Target FY 07 State/Local Sales: \$480,000,000

State/Local Sales(FY06): \$240 million

FY Change (\$): \$80 million

% of Change: 34.5%

Total FY 07 Sales: \$16.92 Billion

Target IT Sales (FY 07): \$17.2 Billion

<u>Total IT Sales (FY 06) :</u> \$17.25

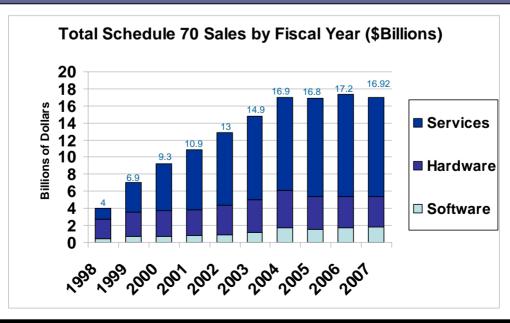
FY Change: (33 Million)

<u>% of Change:</u> (1.91%)

No. of Contracts (Year-End FY07): 5,012

Coop. Purchasing-Opted Contracts: 3,657

Total Schedule 70 Sales

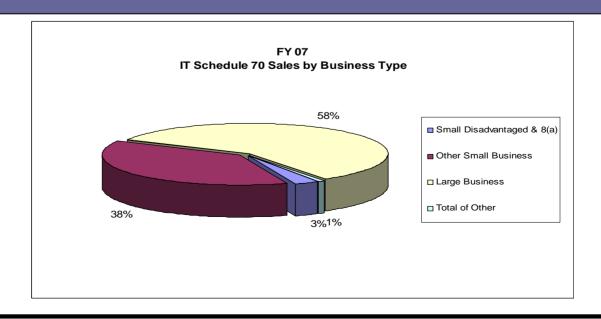


*Note: Corporate Sales are included in the final number

Socio-Economic Page

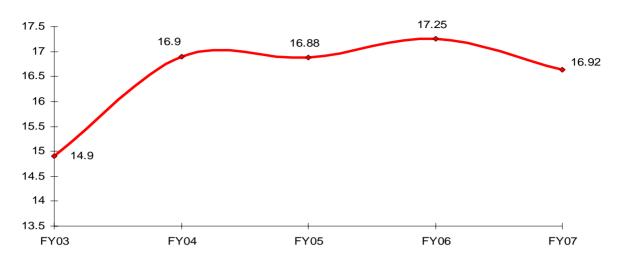
Socioeconomic Category	Number of Contracts FY 07	% of Total Contracts FY07
Other than Small Business	536	10.69%
Small Business Vendors	4,229	84.37%
Woman-Owned Vendors	1207	24.08%
Veteran Owned	493	9.84%
Service Disabled Veteran Owned	280	5.5%
HUBZone	44	0.88%
Foreign	65	1.30%
Non-Profit	20	0.40%

Socioeconomic Category	Number of Contracts FY 07	% of Total Contracts FY07
Other than Small Business	\$9,721,093835	58.43%
Small Business Vendors	\$6,779,849,914	40.75%
Woman-Owned Vendors	\$1,117,155,956	6.72%
Veteran Owned	\$317,879,853	1.91%
Service Disabled Veteran Owned	\$231,497,686	1.39%
HUBZone	\$7,363,151	0.04%
Foreign	\$26,596,223	0.16%
Non-Profit	\$107,356,524	0.65%



Total Schedule 70 Sales

Total IT Schedule 70 Sales From FY03 to FY07 (\$Billions)



*Note: Fiscal Years prior to FY06 doesn't include consolidated IT sales

Cooperative Purchasing Sales from FY03 to FY07 (\$Millions)



Figures By SIN

TOTAL	
SIN	FY-07-SALES
Hardware:	
132 3	\$49,872,633.00
132 4	\$1,152,223.00
132 8	\$3,613,651,029.00
	\$3,664,675,885.00
Software:	
132 32	\$189,792,823.00
132 33	\$1,616,909,544.00
	\$1,806,702,367.00
Services:	
132 12	\$656,105,740.00
132 34	\$1,112,013,633.00
132 50	\$165,135,377.00
132 51	\$8,782,901,986.00
132 52	\$137,236,016.00
132 53	\$305,010,315.00
132 60	\$73,832.00
132 61	\$0.00
132 62	\$6,041,345.00
	\$11,164,518,244.00
Total:	\$16,635,896,496.00

FEDERAL		
SIN		FY-07-SALES
Hardware:		
132 3		\$49,872,633.00
132 4		\$1,144,372.00
132 8		\$3,541,494,710.00
		\$3,592,511,715.00
Software:		
132 32		\$185,894,135.00
132 33		\$1,562,834,728.00
		\$1,748,728,863.00
Services:		
132 12		\$645,520,575.00
132 34		\$1,077,892,117.00
132 50		\$156,853,505.00
132 51		\$8,720,129,844.00
132 52		\$135,685,393.00
132 53		\$229,344,035.00
132 60		\$73,832.00
132 61		\$0.00
132 62		\$6,041,345.00
		\$10,971,540,646.00
	Total:	\$16,312,781,224.00

Figures By SIN (Cont'd)

STATE & LOCAL	
SIN	FY-07-SALES
Hardware:	
132 3STLOC	\$0.00
132 4STLOC	\$7,851.00
132 8STLOC	\$72,156,318.00
	\$72,164,169.00
Software:	
132 32STLOC	\$3,898,688.00
132 33STLOC	\$54,049,815.00
	\$57,948,503.00
Services:	
132 12STLOC	\$10,585,165.00
132 34STLOC	\$34,121,516.00
132 50STLOC	\$8,281,872.00
132 51STLOC	\$62,725,733.00
132 52STLOC	\$1,550,623.00
132 53STLOC	\$75,666,280.00
132 60STLOC	\$0.00
132 61STLOC	\$0.00
132 62STLOC	\$0.00
	\$192,931,189.00
Total:	\$323,043,861.00

DISASTER RECOVERY	
SIN	FY-07-SALES
Hardware:	
132 3RC	\$0.00
132 4RC	\$0.00
132 8RC	\$1.00
	\$1.00
Software:	
132 32RC	\$0.00
132 33RC	\$25,001.00
	\$25,001.00
Services:	
132 12RC	\$0.00
132 34RC	\$0.00
132 50RC	\$0.00
132 51RC	\$46,409.00
132 52RC	\$0.00
132 53RC	\$0.00
132 60RC	\$0.00
132 61RC	\$0.00
132 62RC	\$0.00
	\$46,409.00
Total:	\$71,411.00

Top 100 IT Schedule 70 Vendors

	CONTR	TOTAL
RANK	NAME	FY07 SALES
1	DELL MARKETING L.P.	\$1,086,157,377.00
2	INTERNATIONAL BUSINESS MACHINES	\$409,420,439.00
3	NORTHROP GRUMMAN INFORMATION TEC	\$328,590,660.00
4	HARRIS CORPORATION	\$314,280,852.00
5	BOOZ ALLEN HAMILTON INC	\$307,612,714.00
6	ELECTRONIC DATA SYSTEMS CORPORAT	\$292,421,480.00
7	SCIENCE APPLICATIONS INTERNATION	\$269,609,084.00
8	HEWLETT-PACKARD COMPANY	\$267,675,325.00
9	ACCENTURE LLP	\$255,636,361.00
10	COMPUTER SCIENCES CORPORATION	\$233,581,137.00
11	SOFTMART GOVERNMENT SERVICES, IN	\$225,330,146.00
12	THALES COMMUNICATIONS, INC.	\$216,241,303.00
13	COMSTOR CORPORATION	\$207,387,278.00
14	BEARINGPOINT, LLC	\$203,486,936.00
15	MYTHICS, INC	\$194,642,495.00
16	UNISYS CORPORATION	\$184,936,180.00
17	ASAP SOFTWARE EXPRESS INC	\$181,777,309.00
18	BAE SYSTEMS INFORMATION TECHNOLO	\$180,320,208.00
19	IMMIXTECHNOLOGY, INC	\$173,742,897.00
20	CELLCO PARTNERSHIP	\$168,027,076.00
21	NORTHROP GRUMMAN SPACE & MISSION	\$167,052,851.00
22	CDW GOVERNMENT INC	\$146,429,618.00
23	L-3 COMMUNICATIONS TITAN CORPORA	\$145,262,360.00
24	SYSTEMS RESEARCH AND APPLICATION	\$137,960,318.00
25	MOTOROLA, INC.	\$126,968,331.00
26	GTSI CORP.	\$124,358,951.00
27	APPTIS INC	\$109,115,685.00
28	ITS SERVICES, INC.	\$106,475,378.00
29	GENERAL DYNAMICS INFORMATION TEC	\$100,022,238.00
30	AVAYA INC	\$96,702,813.00
31	DLT SOLUTIONS, INC.	\$92,901,071.00
32	ORACLE USA, INC.	\$88,116,554.00
33	GOVERNMENT ACQUISITIONS INC	\$84,015,341.00
34	PRESIDIO NETWORKED SOLUTIONS, IN	\$80,600,729.00
35	EMTEC FEDERAL, INC.	\$78,995,186.00

Top 100 IT Schedule 70 Vendors (Cont'd)

36	INTELLIGENT DECISIONS, INC.	\$78,210,871.00
37	CGI FEDERAL INC.	\$72,730,364.00
38	SOFTWARE SPECTRUM, INC	\$69,587,927.00
39	AT&T MOBILITY LLC	\$64,712,300.00
40	BMC SOFTWARE DISTRIBUTION, INC	\$64,704,288.00
41	LOCKHEED MARTIN GOVERNMENT SERVI	\$64,278,619.00
42	CHERRYROAD GT INC.	\$62,379,968.00
43	ENVIRONMENTAL SYSTEMS RESEARCH I	\$60,361,636.00
44	MERLIN INTERNATIONAL, INC.	\$59,563,519.00
45	INTEGIC CORPORATION	\$57,979,063.00
46	VION CORPORATION	\$57,127,890.00
47	MPC-G, LLC	\$55,077,344.00
48	RS INFORMATION SYSTEMS INC	\$54,286,088.00
49	GARTNER, INC.	\$52,578,451.00
50	AT&T GOVERNMENT SOLUTIONS, INC	\$52,521,484.00
51	CACI INC FEDERAL	\$50,961,442.00
52	CA, INC.	\$46,833,645.00
53	ADVANCED TECHNOLOGY SYSTEMS INC	\$46,545,448.00
54	CACI TECHNOLOGIES, INC	\$45,042,281.00
55	STANLEY ASSOCIATES, INC.	\$44,278,403.00
56	GATEWAY COMPANIES, INC	\$42,455,944.00
57	L-3 COMMUNICATIONS GOVERNMENT SE	\$41,340,059.00
58	SYBASE, INC	\$40,288,064.00
59	TELOS CORPORATION	\$39,241,268.00
60	NORTEL GOVERNMENT SOLUTIONS INCO	\$38,838,698.00
61	BART & ASSOCIATES, INC	\$38,240,270.00
62	FORCE 3 INC	\$36,766,175.00
63	JESKELL INCORPORATED	\$35,914,529.00
64	SAP PUBLIC SERVICES, INC	\$33,476,157.00
65	ZEN TECHNOLOGY, INC	\$33,413,808.00
66	EPLUS TECHNOLOGY, INC	\$32,910,461.00
67	CSC INFORMATION SYSTEMS LLC	\$32,799,231.00
68	NCI INFORMATION SYSTEMS, INC.	\$32,449,759.00
69	DYNAMICS RESEARCH CORPORATION	\$32,353,121.00
70	CENTECH GROUP, INC., THE	\$32,343,699.00

Top 100 IT Schedule 70 Vendors (Continued)

71	SILICON GRAPHICS FEDERAL INC	\$32,071,937.00
72	COGNOS CORPORATION	\$30,514,072.00
73	MANTECH ADVANCED SYSTEMS INTERNA	\$29,978,845.00
74	ACCENTURE NATIONAL SECURITY SERV	\$29,761,358.00
75	RABA TECHNOLOGIES, LLC	\$29,741,844.00
76	INFORELIANCE CORPORATION	\$29,643,854.00
77	STRATIX CORPORATION, THE	\$29,241,908.00
78	PARADIGM SOLUTIONS CORPORATION	\$29,222,276.00
79	CARAHSOFT TECHNOLOGY CORP	\$28,748,108.00
80	LOCKHEED MARTIN CORPORATION	\$28,573,824.00
81	SRA INTERNATIONAL, INC	\$28,346,227.00
82	MANTECH INFORMATION SYSTEMS & TE	\$27,885,057.00
83	CACI-ISS, INC	\$27,475,756.00
84	HIGH PERFORMANCE TECHNOLOGIES, I	\$27,350,173.00
85	NORTEL NETWORKS INC	\$27,263,224.00
86	GRAY HAWK TECHNOLOGY SOLUTIONS,	\$27,118,287.00
87	ROBBINS-GIOIA, LLC	\$26,479,031.00
88	TANDBERG, INC.	\$26,343,862.00
89	CACI-CMS INFORMATION SYSTEMS, IN	\$26,094,136.00
90	THE MIL CORPORATION	\$25,946,423.00
91	R.M. VREDENBURG & CO.	\$25,485,956.00
92	FOUR POINTS TECHNOLOGY, L.L.C.	\$24,747,807.00
93	CALIBRE SYSTEMS INC	\$24,502,809.00
94	DATATRAC INFORMATION SERVICES IN	\$23,831,352.00
95	PATRIOT TECHNOLOGIES INC.	\$23,819,385.00
96	STG INC	\$23,755,890.00
97	GENERAL DYNAMICS C4 SYSTEMS, INC	\$23,646,193.00
98	MCLANE ADVANCED TECHNOLOGIES LLC	\$23,286,226.00
99	FC BUSINESS SYSTEMS, LLC	\$23,133,663.00
100	MAINLINE INFORMATION SYSTEMS INC	\$23,023,658.00
Total of S	ales for Top 25 IT Vendors:	\$9,895,480,096.00
Total Cur	Total Current IT Sales for FY 07: \$16,635,896,496.00	
Top 25 V	endors' Percentage of Sales:	59.48%

Top 100 Cooperative Purchasing Vendors

	CONTR	TOTAL
RANK	NAME	FY07 SALES
1	CELLCO PARTNERSHIP	\$67,985,537.00
2	DLT SOLUTIONS, INC.	\$31,646,359.00
3	HIGH PERFORMANCE TECHNOLOGIES, I	\$27,350,173.00
4	MYTHICS, INC	\$17,079,315.00
5	CDW GOVERNMENT INC	\$16,027,398.00
6	IMMIXTECHNOLOGY, INC	\$8,872,710.00
7	CROSS MATCH TECHNOLOGIES, INC	\$8,005,886.00
8	AVAYA INC	\$7,475,344.00
9	ALLTEL COMMUNICATIONS, INC	\$5,519,751.00
10	LEARNING TREE INTERNATIONAL, USA	\$5,219,747.00
11	COMSTOR CORPORATION	\$3,496,959.00
12	FUJIFILM U.S.A., INC.	\$3,360,619.00
13	SIRIUS COMPUTER SOLUTIONS, INC	\$3,335,327.00
14	SOFTWARE HOUSE INTERNATIONAL, IN	\$3,308,343.00
15	AVANADE INC.	\$3,139,919.00
16	NU-VISION TECHNOLOGIES LLC	\$3,011,058.00
17	EASTBANC TECHNOLOGIES LLC	\$2,786,344.00
18	MCP COMPUTER PRODUCTS INC	\$2,385,498.00
19	E F JOHNSON COMPANY	\$2,330,427.00
20	SUPPLY CHAIN LOGIC INC	\$2,273,189.00
21	COMPUTER TECHNOLOGY LINK CORP	\$1,964,092.00
22	HEIDELBERG USA INC	\$1,916,768.00
23	ELECTRONIC WARFARE ASSOCIATES, I	\$1,636,590.00
24	SOFTCHOICE CORPORATION	\$1,534,598.00
25	MITEL NETWORKS INC.	\$1,526,993.00
26	HYLAND SOFTWARE, INC	\$1,524,503.00
27	LEXMARK INTERNATIONAL, INC.	\$1,464,264.00
28	ICOM AMERICA INCORPORATED	\$1,463,197.00
29	LOGICAL CHOICE TECHNOLOGIES, INC	\$1,432,704.00
30	BEGINFINITE INC	\$1,281,667.00
31	PROMARK TECHNOLOGY, INC.	\$1,267,397.00
32	SOFTWARE ARCHITECTS INC	\$1,259,135.00
33	TESSCO INC	\$1,250,734.00
34	ACCELA INC	\$1,246,133.00
35	ASPECT	\$1,246,115.00

Top 100 Cooperative Purchasing Vendors (Continued)

36	DYNAMIC CONCEPTS, INC	\$1,224,227.00
37	T-MOBILE USA, INC	\$1,163,374.00
38	MILLENNIUM COMMUNICATIONS GROUP	\$1,159,635.00
39	EXECUTIVE INFORMATION SYSTEMS, L	\$1,157,928.00
40	BLACK BOX CORPORATION OF PENNSYL	\$1,154,142.00
41	A & T MARKETING INC	\$1,110,000.00
42	OVERLOOK SYSTEMS TECHNOLOGIES IN	\$1,103,631.00
43	GLOBALSTAR USA, LLC	\$1,090,138.00
44	MAXIMATION, LLC	\$1,079,351.00
45	GTSI CORP.	\$1,052,454.00
46	SOFTWARE INFORMATION RESOURCE CO	\$1,015,641.00
47	SYNCSORT INCORPORATED	\$966,847.00
48	SKILLSOFT PUBLIC LIMITED COMPANY	\$964,302.00
49	MRO SOFTWARE, INC.	\$885,958.00
50	SCIENTIFIC TECHNOLOGIES CORPORAT	\$875,873.00
51	SPSS INC.	\$838,585.00
52	FAST SEARCH &TRANSFER INTERNATIO	\$820,000.00
53	VISLINK, INC	\$788,781.00
54	THE COMPUTER SOLUTION CO OF VA I	\$775,249.00
55	HARRIS CORPORATION	\$764,576.00
56	COMPUTER MARKETING CORPORATION	\$728,746.00
57	TECHTEAM GOVERNMENT SOLUTIONS IN	\$722,761.00
58	DATA MANAGEMENT GROUP OF VIRGINI	\$716,965.00
59	ELECTRONIC INTERFACE ASSOCIATES,	\$714,567.00
60	ORACLE USA, INC.	\$695,745.00
61	TIEBRIDGE INC	\$686,973.00
62	DOBSON CELLULAR SYSTEMS, INC.	\$679,747.00
63	ADSYSTECH, INC	\$670,538.00
64	YELLOW HOUSE ASSOCIATES LLC	\$669,776.00
65	VERTEX STANDARD USA, INC.	\$650,272.00
66	ZETRON, INC.	\$639,677.00
67	CABLEXPRESS CORPORATION	\$637,222.00
68	ABBTECH STAFFING SERVICES INC	\$620,718.00
69	BROADCAST MICROWAVE SERVICES, IN	\$596,954.00
70	CLINICOMP INTERNATIONAL INC	\$596,526.00

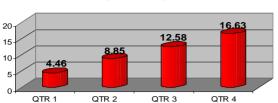
Top 100 Cooperative Purchasing Vendors (Continued)

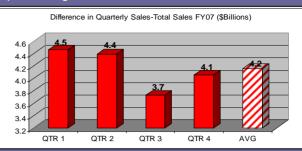
71	PRINCETON SOFTECH, INC	\$579,891.00	
72	SPECTRUM SYSTEMS, INC.	\$569,260.00	
73	XIOTECH CORPORATION	\$567,050.00	
74	NUCOREVISION, INC	\$563,091.00	
75	MERLIN INTERNATIONAL, INC.	\$551,719.00	
76	ROH INC	\$550,299.00	
77	BMC SOFTWARE DISTRIBUTION, INC	\$529,120.00	
78	ANZUS TECHNOLOGY, INC	\$503,272.00	
79	WORLD COMMUNICATION CENTER, INC.	\$499,482.00	
80	MPC-G, LLC	\$496,656.00	
81	VION CORPORATION	\$488,492.00	
82	EDUCATION TECHNOLOGIES INC	\$478,243.00	
83	R. REA CORP	\$477,066.00	
84	EBITS, CORPORATION	\$476,759.00	
85	COMPLETE PACKAGING & SHIPPING SU	\$465,764.00	
86	HELP DESK TECHNOLOGY CORPORATION	\$464,985.00	
87	SOLBOURNE COMPUTER, INC.	\$450,683.00	
88	L. ROBERT KIMBALL & ASSOCIATES,	\$430,520.00	
89	IMPROSIVE TECHNOLOGIES INC	\$421,369.00	
90	INSIGHT PUBLIC SECTOR, INC	\$416,846.00	
91	CODAN LIMITED	\$412,618.00	
92	TADIRAN TELECOM INC	\$412,281.00	
93	ACS CONSULTANT HOLDINGS CORPORAT	\$410,580.00	
94	ADVANCED BUSINESS CONCEPTS INC	\$406,575.00	
95	JUSTICETRAX INC.	\$403,578.00	
96	NEC UNIFIED SOLUTIONS, INC.	\$398,374.00	
97	ESCGOV, INC	\$392,679.00	
98	EATON ELECTRICAL INC	\$388,824.00	
99	STRICKLAND CONSULTING INC	\$385,794.00	
100	TWENTY FIRST CENTURY COMMUNICATI	\$383,329.00	
Total of Sales for Top 25 IT Vendors: \$290,617,871.00			
Total Current IT Cooperative Purchasing Sales for FY 07:		\$323,043,861.00	
Top 25 Vendors' Percentage of Sales: 89.96%			

Quarterly Sales Page

Total Schedule 70 Quarterly Sales Page

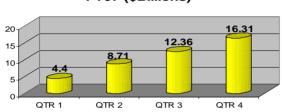
Total Schedule 70 Quarterly Sales FY07 (\$Billions)

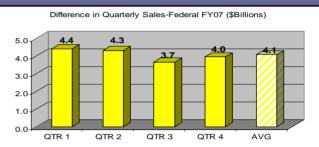




Federal Quarterly Sales

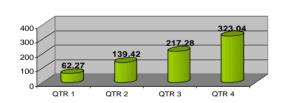
Federal Schedule 70 Quarterly Sales FY07 (\$Billions)

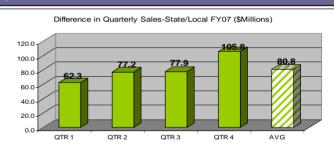




Cooperative Purchasing Quarterly Sales

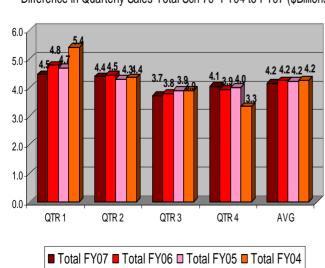
State/Local Quarterly Sales FY07 (\$Millions)

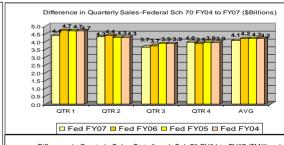




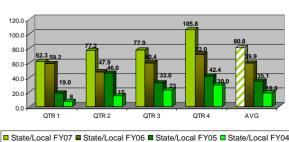
Differences in Quarterly Sales

Difference in Quarterly Sales-Total Sch 70 -FY04 to FY07 (\$Billions)



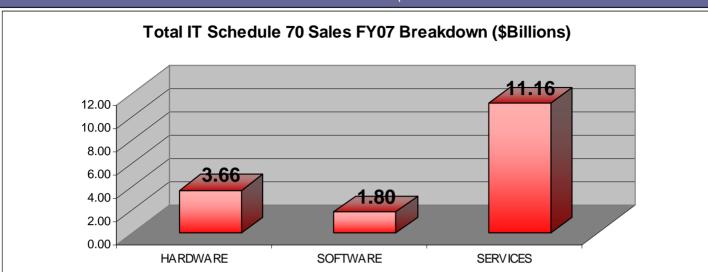


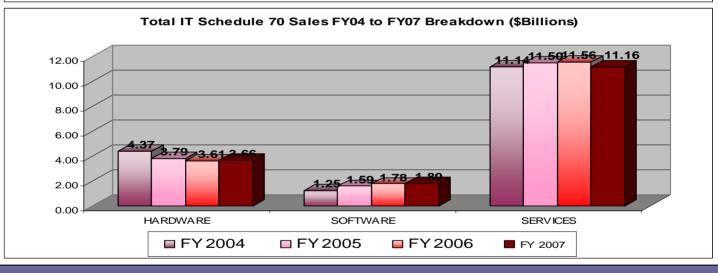
Difference in Quarterly Sales-State/Local- Sch 70 FY04 to FY07 (\$Millions)



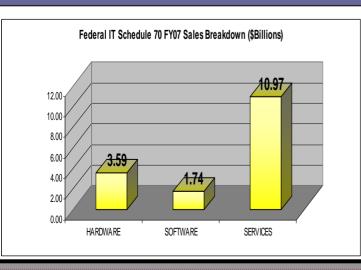
Commodity Comparison

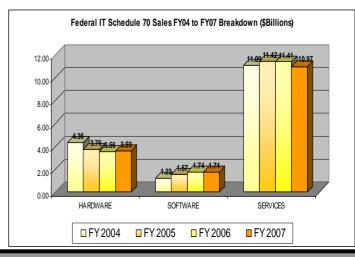
Total Schedule 70 comparisons





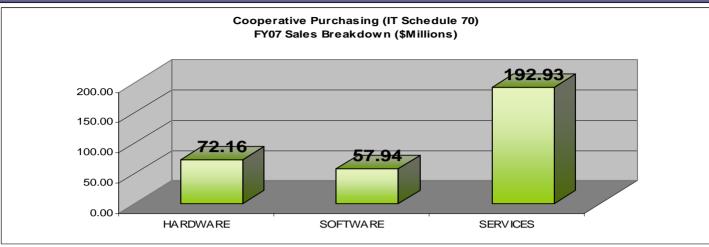
Federal IT Schedule 70 comparisons

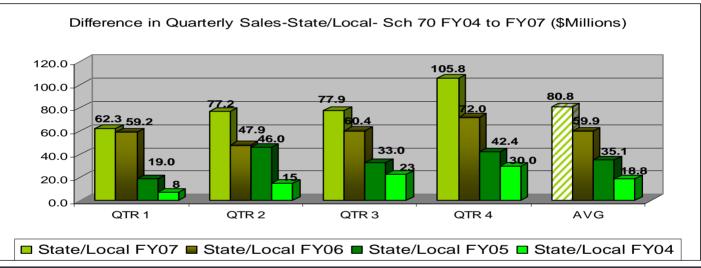




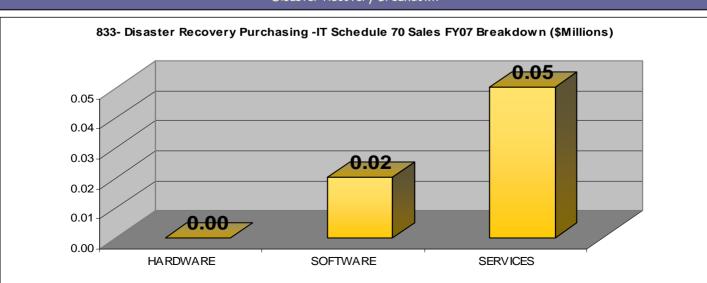
Commodity Comparisons (Continued)

Cooperative Purchasing Comparisons

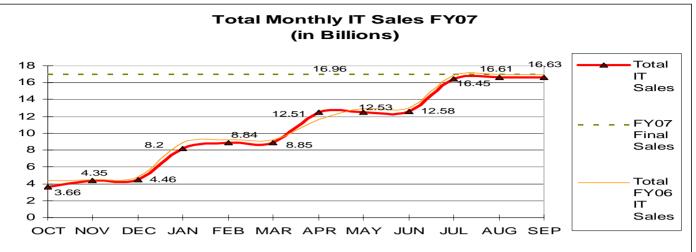


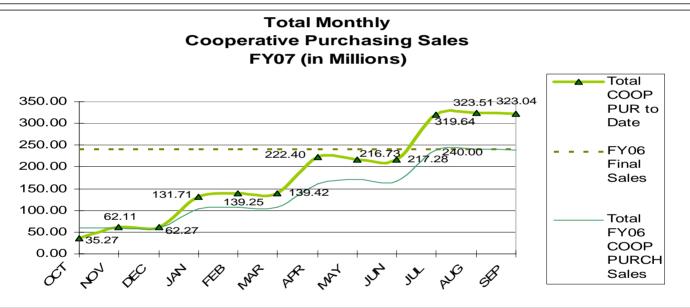


Disaster Recovery Breakdown

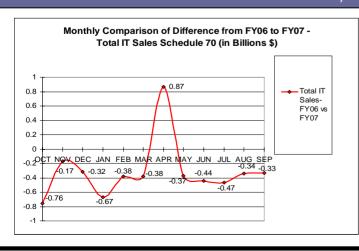


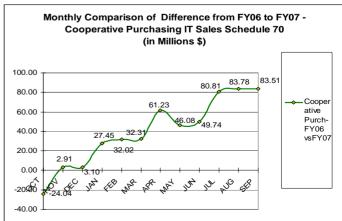
Monthly IT Schedule 70 Sales





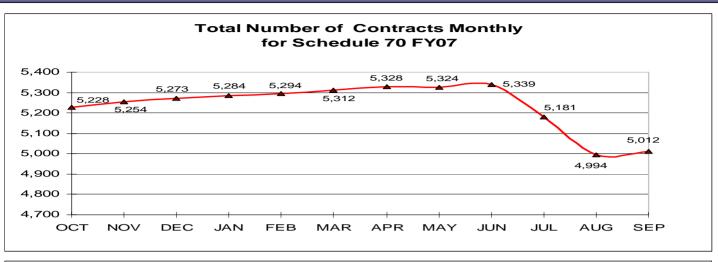
Monthly Comparisons

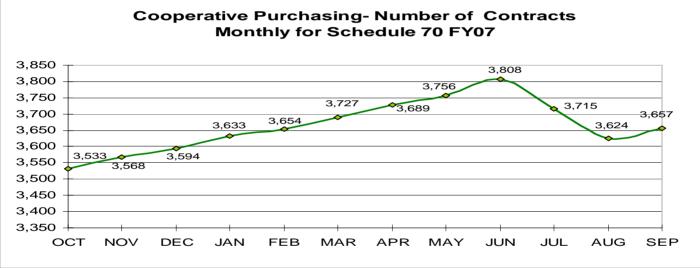




Number of Contracts

Monthly Sales Page





Percentage of Total Contracts

