

Information Technology: Selling to the U.S. Federal Government

Open Systems World, Inc.
10440 Shaker Dr.
Columbia, MD
(301) 596-8800

FITS, Federal Information Technology Showcases

FITS is a series of 200 showcases held on-site at 200 different federal agency facilities each year. At each showcase there are about 20-25 IT exhibitors. The cost of exhibiting ranges between US\$345 and US\$595 (table). For more information or to exhibit, contact:

IT-Direct
11501 Sunset Hills Rd, Suite 250
Reston, VA 22109
Tel: (703) 471-8520 Fax: (703) 471-8515

FOSE, Federal Office Systems Exposition

FOSE is the largest exhibition of IT aimed at the federal government with 500 exhibitors and 75,000 attendees (primarily government employees). The event is normally held around the end of March. The cost of exhibiting is US\$39 per square foot. For more information or to exhibit, contact:

Reed Exhibition Companies
8601 Georgia Ave, Suite 503
Silver Spring, MD 20903
Tel: (301) 495-7100 Fax: (301) 495-7148

Small Business Technology Showcase

The Small Business Technology Showcase is sponsored by large IT companies and systems integrators that are looking for teaming partners for some of their current projects. The exhibitors at the showcase are small businesses, 8(a) firms, and women-owned firms. The event provides a prime opportunity to network and possibly initiate teaming arrangements with other exhibitors and attendees. The event is normally held at the end of May. The cost of exhibiting is US\$750 (booth). To exhibit at the event, firms must apply and be accepted after an evaluation procedure. For more information, contact:

Small Business Technology Showcase
The Century Club of George Mason University, Inc.
8618 Westwood Centre Drive, Suite 400
Vienna, VA 22182
Tel: (703) 277-7749 Fax: (703) 352-8195

Tech Expo

Tech Expo is an information technology show aimed at both the federal and commercial markets. Many exhibitors are large federal systems integrators and the event is designed to offer many opportunities for networking. The event is normally held at the end of September or in early November. The cost of exhibiting is US\$1000 (booth). For more information, contact:

Washington Technology
8500 Leesburg Pike, Suite 7500
Vienna, VA 22182
Tel: (703) 848-2800 Fax: (703) 848-2353