

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

- database services that identify agency procurement requests (APR), contract opportunities, contract awards, agency profiles, vendor profiles, and more;
- customised consulting to provide primary research and analysis of the federal IT market; and
- an annual conference and bi-monthly meetings to provide valuable up-to-date market information a venue for networking.

For more information, contact:

Input

1921 Gallows Rd., Suite 250
Vienna, VA 22182

Tel: (703) 847-6870 Fax: (703) 847-6872

Terry Kelly Associates, Inc.

Terry Kelly Associates, Inc. conducts two-day public and on-site training seminars on "Information Technology Procurement in the Federal Government," in addition to private consulting. The two-day seminar costs US\$675 per person. Terry Kelly's two-day seminars cover:

- acquisition reform
 - best value awards
 - alternate dispute resolutions
 - simplified acquisition thresholds
 - electronic commerce
 - past performance issues
 - debriefing
 - government/industry communication
- Source Selection

For more information, contact:

Terry Kelly Associates, Inc.

10701 Sycamore Springs Lane
Great Falls, VA 22066

Tel: (703) 450-6048 Fax: (703) 450-4767

Trade Shows

Federal Imaging

Federal Imaging is an exhibition of imaging and document management software for the federal government. The event is normally held at the end of October. The cost of exhibiting is US\$26 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

Fed-Unix

Fed-Unix is an exhibition of Unix-based and other advanced operating system software. The event is normally held in November or December. The cost to exhibit is US\$30 per square foot. For more information or to exhibit, contact: