

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

ITAA, Information Technology Association of America

ITAA represents the IT industry at both the federal and the state and local levels. The ITAA has 250 corporate members: enterprise software firms, professional services contractors, electronic commerce and services companies, and systems integrators; representing the convergence of the federal IT industry. The association provides its members with the following:

- up-to-date information about the trends and issues affecting federal procurement;
- *meet and greets* with various members of Congress; and
- prime business networking opportunities at association meetings and conferences.

For more information or to join, contact:

ITAA, Information Technology Association of America

1616 North Fort Meyer Dr.

Arlington, VA 22209

Tel: (703) 284-5307 Fax: (703) 525-2279

National Contract Management Association (NCMA)

The National Contract Information Association's reason for being is to train and educate its members on how to do business with the federal government; specifically on how to win and manage federal contracts. Join this association to learn about the federal marketplace, not to network. For more information or to join, contact:

National Contract Management Association (NCMA)

1912 Woodford Rd.

Vienna, VA 22182

Tel: (703) 448-9231 Fax: (703) 448-0939

Northern Virginia Technology Council

The Northern Virginia Technology Council's members are primarily information technology firms; over 200 members. The association works with officials at all levels of government to further the prosperity of the technology business in northern Virginia. The association is primarily concerned with local commercial issues, not issues involving federal procurement. Still, since many of the Northern Virginia Technology Council's members participate in the federal IT market, there are many opportunities to network. Also, members receive *The Northern Virginia Technology Directory*, a compilation of more than 1,100 businesses in the region with industry sectors and contacts. For more information, contact:

Northern Virginia Technology Council

CIT Tower, Suite 601

2214 Rock Hill Rd.

Hearndon, VA 22070

(703) 904-7878

Suburban Maryland High Technology Council

The Suburban Maryland Technology Council's membership is primarily comprised of aerospace and bio-technology firms; over 525 members. The council works with all levels of government to improve the technology business environment in the region. Although the council is more concerned with local commercial issues than with issues dealing with federal procurement, it still provides opportunities to network with many of its members that participate in the federal IT market. In addition, the council publishes a directory of high-tech firms. For more information, contact: