

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

to compete for a schedule contract before the end of the contract period. To receive a copy of the solicitation document as soon as it is available, a copy of the schedule, or an up-to-date list of the contractors on the schedule, fax your request on company letterhead to (703) 305-3057.

GSA Schedule 70 I A (General Purpose Commercial Automatic Data Processing Equipment)

GSA schedule 70 I A is used by federal agencies to purchase large scale computer systems, including: mainframe and minicomputer systems, central processing units, peripheral devices, software, and maintenance. Required training and maintenance is also purchased. There are currently over 125 contractors on the schedule and the current contract period is from October 1, 1995 until September 30, 1996. The value of a schedule contract varies widely depending on the contract holder. At the time of publication, there was no plan for an open season, open competition, or contract extension. Expect the current schedule contracts to be extended and an open season to be scheduled for before 1997. To receive a copy of the solicitation document as soon as it is available, a copy of the schedule, or an up-to-date list of the contractors on the schedule, fax your request on company letterhead to (703) 305-5586.

GSA Schedule 70 I B & C (General Purpose Commercial Automatic Data Processing Equipment)

GSA schedule 70 I B & C is used by the federal government to purchase microcomputer systems: including microcomputers, laptop and portable computers, optical disk systems, and computer controlled devices, as well as peripheral devices, software, maintenance, and training. The GSA is preparing to add a wide range of systems and network integration services to this schedule. The addition of these services will allow government buyers to purchase product packages, service packages, or combined product-service packages, significantly increasing the use of this already heavily used schedule. There are currently between 500 and 600 vendors on the schedule and the current contract period is from April 1, 1996 until March 31, 1999. The value of the schedule contracts varies widely depending on the effectiveness of the contract-holder's marketing efforts. At the time of publication, an open season was already underway to allow additional firms meeting strict technical and price requirements to win schedule contracts. The ADP Acquisition Centre will accept proposals until August 1996. To receive the solicitation document, a copy of the schedule, or an up-to-date list of the contractors on the schedule, fax your request on company letterhead to (703) 305-5588.

GSA Schedule 70 I D (Used or Refurbished General Purpose Commercial Automatic Data Processing Equipment)

GSA schedule 70 I D is used by federal agencies to purchase used computer hardware. There are currently 26 contractors on the schedule and the current contract period is from October 1, 1995 until September 30, 1996. Depending on your marketing efforts, a schedule contract could be worth between US\$50 thousand and US\$5 million. Due to the wide price-fluctuations in this market, schedule contracts are not firm-fixed price (unlike all other GSA schedules). Generally, used equipment must be sold for a lower price than its value when it is new. The current schedule contracts are set to expire on September 30, 1996. Expect the current contracts to be extended (maybe one year) and an open season to begin in late summer 1996 (maybe August) to allow additional firms to be placed on the schedule. To receive the solicitation document as soon as it is released, a copy of the schedule, or an up-to-date list of the contractors currently on the schedule, fax your request on company letterhead to (703) 305-5586.

GSA Schedule 70 I E (Electronic Commerce and Automated Procurement Systems)

GSA schedule 70 I E is used by the federal government to purchase electronic commerce, translation, and mapping software, automated procurement systems, enhanced mail, and internet access. There are currently over 25 contractors on the schedule and the current contract period is from March 1, 1995 until September 30, 1996. The value of a schedule contract varies widely. At the time of publication, an open competition was already underway for new contractors to be placed on the schedule. New proposals will be accepted until July 1, 1996. To receive the solicitation document, a copy of the schedule, or an up-to-date list of contractors on the schedule, fax your request on company letterhead to (703) 305-5588.