

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

Tech Net

Tech Net is an exhibition of a wide variety of information technology aimed at the federal government and the commercial sector. The event is usually held at the beginning of June. The cost to exhibit varies between US\$16 and US\$31 per square foot. For more information or to exhibit, contact:

AFCEA, Armed Forces Communications and Electronics Association
4400 Fair Lakes Court
Fairfax, VA 22033
Tel: (703) 631-6200 Fax: (703) 631-4693

User Groups

Capital PC User Group

The Capital PC User Group is the second largest user group in the United States and the largest group in the DC area with over 5600 government and non-government members. The group has 30 special interest groups covering a wide range of application software, operating systems, and programming languages for PCs. Seminars, software demonstrations, and direct-mailings to group members provide excellent opportunities to market to government end-users. Contact:

Capital PC User Group, Inc.
Plaza East Two
51 Monroe Street
Rockville, MD 20850
Tel: (301) 762-9372 Fax: (301) 762-9375

Melbourne PC User Group

The Melbourne PC User Group out of Melbourne, Australia maintains a World Wide Web site that identifies user groups from around the world by country and in the United States by state. To make use of this service, go to:

<http://koala.melbpc.org.au>

Washington Apple Pi

Washington Apple Pi is a group for users of Apple and Mac computers with over 4000 government and non-government members. Seminars, software demonstrations, and direct-mailings to group members provide excellent opportunities to market to government end-users. Contact:

Washington Apple Pi, Ltd.
12022 Parklawn Dr.
Rockville, MD 20852
(301) 984-0300

Washington Area Computer User Group

The Washington Area Computer User Group is for users of Commodore, Amiga, and PC computers. Seminars, software demonstrations, and direct mailings to group members provide excellent opportunities to market to government end-users. Contact:

WAC User Group
30 Fendall Ave.
Alexandria, VA 22304
(703) 406-9007