



Small Business In Focus

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Small Business GWAC Center

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Director's Corner



Steve Triplett, Director, Small
Business GWAC Center

I hope this message finds you in good spirit and enjoying the festive new year. I particularly find this time of year filled with excitement and optimism as business plans become actualized and their results begin to surface. We too, at the Small Business Governmentwide Acquisition Contract (SBGWAC) Center, have updated business plans for each GWAC. Our focus is positioning our contract vehicles to take advantage of advances in information technology and how the federal government procures such services.

The biggest undertaking of the Center in 2010 is the evaluation of 8(a) STARS II, the follow-on to the highly successful 8(a) STARS GWAC. 8(a) STARS II is designed to give federal contracting officers further flexibility in procuring IT solutions, while enabling their agency to earn 8(a) socioeconomic credit.

Although the process of awarding 8(a) STARS II has been arduous, I am very pleased with the great strides the SBGWAC Center team has made in the past few months. There is great excitement amongst our team as we move closer to expanding our contract offerings. We ask that you stay abreast on the latest happenings by visiting www.gsa.gov/s2.

I would like to wish you all the best in 2010 and look forward to meeting with many of you to discuss how we can work together to achieve common goals.

Warm Regards,

Stephen Triplett
Director
Small Business GWAC Center

"I am where I am because I believe in all possibilities."
[Whoopi Goldberg](#)

GWAC Training

Environmental Protection Agency

Howard Innis and Lee Tittle, Contract Specialists, and Herman Lyons, Business Development Specialist, visited the Environmental Protection Agency in Kansas City, KS, on November 24th. The team briefed acquisition and program personnel on proper use of SBGWACs, features and benefits of each contract, and procurement guidance available from the Center. The briefing also included an overview of the contracts' websites and available resources.



US Transportation Command

Steve Triplett, Director, Matt Verhulst, Contracts Branch Chief, and Jean Oyler, Business Operations Manager, visited with acquisition and small business representatives from the US Transportation Command (USTRANSCOM) at Scott AFB, IL, on November 23rd. The Center's team shared information and updates regarding GSA's Small Business GWACs as well as ways USTRANSCOM may achieve its small business goals through these contracts, and benefit from the Statement of Work review process for its IT requirements. USTRANSCOM's Directorate of Acquisition is experiencing increased growth due to an expanded mission to support the warfighter's transportation and distribution needs worldwide.

GSA Assisted Acquisitions

On November 24th, the Small Business Governmentwide Acquisition Contract team met with associates from the GSA Assisted Acquisition Service office located in O'Fallon, IL, to discuss use of the SBGWACs and future partnering opportunities. Visits to both USTRANSCOM and GSA Assisted Acquisition office were supported by Katie Buehne, Customer Service Director, Great Lakes Customer Accounts and Research Division.

Small Business Administration Office of Management and Technical Assistance

Jean Oyler and Matt Verhulst, visited with representatives of Small Business Administration's (SBA) Office of Government Contracting and Office of Management and Technical Assistance, in Washington, DC. They provided

an update on the 8(a) STARS GWAC and thanked them for their support of the new 8(a) STARS II GWAC. The visit resulted in an invitation to participate in future webinars hosted by SBA with its field offices regarding 8(a) STARS and 8(a) STARS II.

Veterans Affairs Technology Acquisition Center

Matt Verhulst, Contracts Branch Chief, and Janna Babcock, Contracting Officer, visited the Department of Veterans Affairs (VA) Technology Acquisition Center (TAC) in Eatontown, NJ on November 3rd. The GSA team presented information about the Veterans Technology Services (VETS) GWAC and the partnership with VA's VETS First initiative. They also provided Delegation of Procurement Authority (DPA) training to TAC contracting associates. The training was well attended with 45 TAC representatives participating, including two of TAC's legal advisors. Training survey results were an outstanding 4.86 on a 5 point scale. TAC is an important, growing, and dynamic organization within VA's acquisition organization, and will be a centerpiece of VA's information technology procurements.

Housing and Urban Development

The 8(a) STARS team and Matt Verhulst, visited the Department of Housing and Urban Development (HUD) in Washington DC, on October 14th, to conduct Delegation of Procurement Authority training for approximately 20 contracting personnel. The visit resulted in multiple DPAs for HUD employees along with a request from HUD for a follow-on visit for additional GWAC training in the near future.

Alliant Small Business Program Meeting

Alliant Small Business (SB) Industry Partners participated in the Alliant SB Program meeting webinar on October 28th. The webinar was conducted by Dean Cole, Business Development Specialist, Greg Byrd and Lee Tittle, Contract Specialists. Opening remarks were given by Jim Ghiloni, Director, Center for GWAC Programs, and Steve Triplett, Director, SBGWAC Center. Alliant SB Industry Partners were briefed on past, current, and future business development outreach efforts, awards, and other activities over the eight months the contract has been awarded. The webinar was attended by 89 participants from 72 awardees and 12 joint venture members.

Conference Participation

MacDill AFB SDVOSB Technology Conference

Jihyun Huyck, Business Development Specialist, represented the VETS GWAC at the 3rd Annual Service-Disabled Veteran-Owned Small Business and Veteran-

Owned Small Business Technology Conference, October 28th – 29th, in Tampa, FL. This two day small business conference sponsored by the 6th Air Mobility Wing and US Special Operations Command Small Business Office, hosted five panel discussions and 10 networking sessions by both government leadership and industry partners. Additionally, it had over 100 exhibiting vendors including VETS GWAC prime contract holders. Jihyun joined Jim Nicols, SDVOSB Coordinator, GSA Northeast and Caribbean Region, to staff the GSA booth which attracted a large number of visitors with questions about GSA VETS GWAC and Schedules contracts.

GSA EXPO

Mark your calendars for the 16th annual International Products and Services Expo May 4 – 6, 2010, in Orlando, FL. GSA Expo 2009 was a tremendous success, thanks to the 9,000-plus attendees!

Exhibit floor space is still available to companies holding a current contract with GSA. Online booth applications are available at the [GSA Expo](#) website.

GWAC Classes Offered:

- Update on GSA's GWACs – What's New and Different for IT Buyers
- Alliant and Alliant Small Business – GSA's Next Generation GWACs
- Tips for Successful Proposal Preparation – GWAC
- Leveraging GSA Information Technology Acquisition Vehicles, What is right for you

Click [here](#) to view the Expo 2010 class schedule.

GWAC Industry Partner Visits

Veterans Enterprise Technology Solutions, Inc. GS-06F-0532Z

The Small Business GWAC Center welcomed VETS GWAC prime contract holder, Veterans Enterprise Technology Solutions, Inc. (VETS, Inc.) on December 17th. Jim Moody, VETS, Inc. Chief Operating Officer, visited with the Center about contracting interests, and discussed current activities on the VETS GWAC.

Alliant SB Industry Council (ASBIC) Leadership Committee

The ASBIC Leadership Committee visited the SBGWAC Center on December 17th. The Leadership Committee presented material they intend to use when visiting potential customers, and solicited feedback from GSA.

ASBIC is made up of Alliant SB prime contract holders and was established to enable sharing and development of ideas for the success of Alliant SB.

Small Business GWAC \$ales

Total obligated order value as of December 31, 2009:

- ★ **8(a) STARS \$2,187,227,790.85**
- ★ **Alliant Small Business \$30,529,766.71**
- ★ **COMMITTS NexGen \$7,123,018.08***
- ★ **VETS \$433,597,797.12**

For a listing of sales by agency visit www.gsa.gov/sbgwac and click "Small Business GWAC Sales".

*new orders since COMMITTS' transfer to GSA

KUDOS & Accolades

Center Receives Kudos

The SBGWAC center received the following note from TechGuard Security, an 8(a) STARS prime contract holder, "We need to tell our GSA story. We would not be here and the nation would not have the PoliWall without our GSA vehicles! You all have made it all possible. Thank you so much!"

Center's Huyck Receives Master's Certificate in Project Management

Jihyun Huyck, received a Master's Certificate in Project Management on December 17th. The Master's Certificate in Project Management, offered by the George Washington University School of Business, is awarded to those who successfully attain the knowledge and experience to oversee all aspects of project management, including initiation, scheduling, quality, procurement and communications issues.

Janna Babcock Featured on Faces OF GSA

Janna Babcock, Contracting Officer, is featured on GSA's Faces of GSA website. Click [here](#) to read about Janna's passion for helping service-disabled veteran-owned small businesses realize success on the VETS GWAC and how she spends her free time. GSA.gov also featured the VETS GWAC during the month of November in celebration of Veterans Day.

Have questions on reporting in the GWAC Management Module?

For CAF reporting and payment:

Angela Joslin
angela.joslin@gsa.gov
(404) 617-5672

For order package entry, purchase data, or sales reporting:

Chris Carver
christine.carver@gsa.gov
(816) 823-2330



Small Business GWAC Quiz



1. The Small Business GWAC Center requests task order data in order to comply with _____.
 - a. OMB Reporting Responsibilities
 - b. FPDS-NG Reporting Requirements
 - c. No Reason
2. What is the last day a task order may be awarded on the *COMMITTS* NexGen GWAC?
 - a. October 31, 2010
 - b. December 31, 2010
 - c. January 20, 2011

Answers Provided at Bottom of Page

Upcoming Events

The Small Business GWAC Center participates in a variety of events throughout the year. Many events offer training on GSA's GWACs as well as networking opportunities for small business. Please monitor our website for updates.

February 10	ACT-IAC Small Business Conference	Arlington, VA
March 23-25	FOSE 2010 Conference	Washington, DC
May 3-7	DISA Customer Partnership Conference	Nashville, TN
May 4-6	GSA Expo	Orlando, FL

Small Business GWAC Quiz Answers: 1. a 2. c