

Small Business GWAC Center

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Director's Corner



Steve Triplett, Director, Small Business GWAC Center

I would like to begin this quarter's article by expressing my sincerest thanks to small businesses and everyone who advocates on their behalf. Each and every day small businesses are faced with challenges that must be overcome in order to keep the doors open and employees employed. Never has this been so evident as over the past two years as our nation struggled economically. I would particularly like to pay special homage to Small Business GWAC contract holders for continuing to elevate the bar while facing such adversity.

As a result of your undying commitment, the Small Business GWAC portfolio, 8(a) STARS, Alliant Small Business, COMMITS NexGen, and VETS, had another excellent year in providing total IT solutions to customer agencies. In addition to introducing new and innovative initiatives for both customers and industry partners, we sustained stellar customer satisfaction scores, expanded our customer base, and exceeded financial projections with nearly \$1 billion in obligations.

The successes achieved are a result of our collective hard work and commitment to achieving a common goal. Looking onward, we must continue fostering our relationships and continue to lead the pack. We are diligently working to finalize strategies that expand customer offerings while providing industry partners with useful resources to assist their marketing efforts.

Great success means greater responsibility. We must stay vigilant in promoting our contracts and the capabilities that lie within our contract holders. FY11 promises to be a great year if we continue to stay focused and work towards the common goal of providing premier IT services for federal agencies.

Warm Regards,

Stephen Triplett
Director
Small Business GWAC Center

"A business absolutely devoted to service will have only one worry about profits. They will be embarrassingly large."

Henry Ford



GWAC Training

Department of Energy

Greg Byrd, Procuring Contracting Officer for Alliant Small Business (SB), and Lee Tittle, Contract Specialist for Alliant SB, conducted Delegation of Procurement Authority (DPA) training via teleconference on August 12. The training, which covered both Alliant and Alliant SB GWACs, was presented to Department of Energy/National Nuclear Security Administration Contracting Officers and others involved in their acquisition process. Five individuals were in attendance, two of whom received their DPA.

Conference Participation

National Veterans Conference



From left to right: John Scarcella, Catapult Technology, Misty Claypole, Contracting Officer, Harry Siegel, HMS Technologies, and Todd Tekesky, Contracting Officer, answer questions at the National Veterans Conference

The Small Business GWAC Center attended the 6th Annual National Veterans Conference, July 19 - 22 at Caesar's Palace, Las Vegas, NV. The Center's Misty Claypole and Todd Tekesky, Contracting Officers, along with two VETS Industry Partner (IP) representatives, Harry Siegel from HMS Technologies and John Scarcella from Catapult Technology, taught a training session entitled "*Maximizing Proposal Quality: A Past Performance Emphasis*". The session was attended by over 120 Conference attendees. Additionally, the Center's representatives joined the GSA exhibit booth sponsored by the GSA Office of Small Business Utilization and answered questions regarding the VETS GWAC and other small business GWACs. 33 of the 42 VETS GWAC prime contractors also exhibited at the Conference. This year's Conference had approximately 3500 Service-Disabled Veteran-Owned and Veteran-Owned small business and federal government attendees. Additional Conference information is posted at www.nationalveteransconference.com

GSA Opening Doors Conference

Lori Hanavan, Business Development Specialist, hosted a booth and instructed a course at this year's GSA Opening Doors Conference, August 9-11. The conference, held in Los Angeles, CA, brought together small businesses in a variety of trades to discuss federal opportunities, marketing to the federal government, and how to use e-Tools. Lori provided an overview of the GWAC program during a joint session with GSA's Schedule 70 team, served as a GSA opportunities counselor, and hosted a booth at the event's expo. Over 150 individuals attended the joint session on GWACs/Schedule 70.

Air Force Information Technology Conference

Jean Oyler, Business Operations Manager, Small Business GWAC Center, and Todd Richards, Contracting Officer, Enterprise GWAC Center Southwest, delivered training on GSA's GWACs at the Air Force Information Technology Conference, or AFITC, held in Montgomery, AL, August 30 - September 1. The GSA GWAC sessions were attended by approximately 85 Air Force and industry representatives. AFITC had training sessions available to its 5,000+ attendees. Additionally, over 200 companies exhibited at the event.

Program Meetings

VETS

The VETS GWAC Program Meeting took place prior to the 6th Annual National Veterans Conference at Caesar's Palace, Las Vegas NV, on July 19. Steve Triplett, Director, Jean Oyler, Business Operations Manager, Jihyun Huyck, Business Development Specialist, Janna Babcock, Todd Tekesky, and Misty Claypole, Contracting Officers, hosted the meeting which included discussions on the current status of the VETS GWAC and its future options, and the Center's upcoming outreach events and soon-to-be released Dashboard. There were also three guest speakers; Shaunta Johnson, Director, Small Business Program, GSA National Capitol Region, Bill Webster, Assistant Commissioner – Travel, Motor Vehicles and Card Services, GSA 21 Gun Salute, and Jiyoung Park, Associate Administrator, GSA Office of Small Business Utilization, spoke on various topics of interest to the group. A total of 67 VETS industry partners attended the meeting representing 30 out of the 42 VETS prime contract holders. The IPs were also attending the National Veterans Conference, which started on the afternoon of July 19, with the majority of them exhibiting at the conference.

Alliant Small Business

Alliant SB IPs participated in the Alliant SB Program Meeting Webinar on August 4. The webinar was conducted by Dean Cole, Business Development Specialist, Greg Byrd, Procuring Contracting Officer, and Lee Tittle, Contracting Specialist. Also attending from the Small Business GWAC Center were Steve Triplett, Jean Oyler, and Chris Carver, Program Analyst. The Alliant SB IPs were briefed on past, current and future business development outreach efforts, awards and other activity over the 18 months the contract has been awarded, as well as contract and sales reporting updates. Members of the Alliant SB Industry Council (ASBIC) Executive Team were also in attendance, and presented an update on ASBIC outreach efforts and achievements. The webinar was attended by 69 participants representing Alliant SB's 73 awardees.

Small Business GWAC Sales

Total obligated order value as of September 30, 2010:

- ★ **8(a) STARS** \$2,857,272,838.64
- ★ **Alliant Small Business** \$129,516,288.68
- ★ **COMMITTS NexGen** \$47,016,518.75*
- ★ **VETS** \$657,500,473.32

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

IMPORTANT REMINDERS

Effective October 1, 2010 a mandatory statutory inflationary adjustment increased the competitive threshold on non manufacturing 8(a) contracts from \$3.5 million to \$4 million. The federal register location for this authority is 75 FR 53133.

As of 10/1/2010 directed orders up to \$4 million will be allowed under the 8(a) STARS contract for **new** orders only, and not retroactively to existing orders.

Reminder: **The ordering period for the 8(a) STARS contract ends May 31, 2011**; all task orders must be completed no later than May 31, 2014.

Reminder: **The ordering period for the COMMITTS NexGen contract ends January 20, 2011**; all task orders must be completed no later than January 20, 2016.

KUDOS & Accolades

Microtech Ranks #1

MicroTech, VETS GWAC prime contract holder, has been named the No. 1 Fastest Growing Solutions Provider in the U.S. by *CRN Magazine*. Last year, MicroTech ranked third on the CRN Fast Growth 100 list, their first appearance on the channel industry survey. Topping this year's list of technology providers in the midst of turbulent economic times, MicroTech's revenue growth rose an astounding 1400% between 2007 and 2009. The survey is based on two years' growth of net sales during the period.

National Veteran-Owned Business Association (NaVOBA) Honors Vetpreneur(s) of the Year

NaVOBA recently named 2010 VETREPRENEUR of the Year award finalists in the June edition of VETREPRENEUR Magazine. THE VETREPRENEUR of the Year award is bestowed annually to preeminent role models within the veteran community. Lisa Wolford, CSSS.NET, VETS GWAC prime contract holder, was named VETREPRENEUR 2 Government (V2G) winner while Harry Siegel, HMS Technologies, VETS GWAC prime contract holder, was named V2G runner up.

Center's Lyons Receives NorthStar All-Star Award



Herman Lyons (left) receives NorthStar All-STAR award from Jason Klumb, GSA Heartland Region Administrator

Herman Lyons, Business Development Specialist, is the most recent recipient of the GSA Heartland Regional Administrator's NorthStar All-Star Certificate and Pin. Herman consistently provides a Caring, Familiar and Responsive customer experience to both internal and external customers, bringing a smile and a team-player attitude to all endeavors. Herman is currently collaborating with GSA's Federal Acquisition Services, Chief Information Office, to develop and implement a GWAC task order dashboard.

Lee Tittle Attains Federal Acquisition Certification



Lee Tittle (right) receives Level FAC-C certificate from Steve Triplett

Lee Tittle, Contract Specialist, met all the requirements for a Level III Federal Acquisition Certification in Contracting (FAC-C) as well as the requirements for a Senior Contracting Officer's Warrant. In order to meet both requirements, Lee demonstrated he possessed the experience and training required.

SBGWAC Contractors Showcased in Washington Technology FAST 50

Rank	Company
4	MicroTech LLC - VETS
9	Centuria Corp. - VETS
11	HMS Technologies Inc. - VETS
14	Med Trends Inc. - VETS
18	Technatomy Corp. - VETS
19	1 Source Consulting, Inc., 8(a) STARS
26	VetsAmerica Business Consulting Inc. - VETS
28	Systems Made Simple Inc. - VETS
36	Kingfisher Systems Inc. - VETS
39	C2 Solution Group Inc. - VETS

Companies are ranked by Compound Annual Growth Rate from 2005-2009

GWAC Industry Partner Visits

Alliant Small Business Industry Council

On August 8, the ASBIC Executive Committee met with members of the Small Business GWAC Center connected to the Alliant SB contract. ASBIC, made up of Alliant SB Primes, was established to enable the sharing and development of ideas for the success of the vehicle. The Executive Team, whose participants are elected by Industry Council members, updated the Center on ASBIC

outreach efforts, achievements, and plans for the future. The Team also had a role in the Alliant SB Program Meeting Webinar held earlier the same day. Representing the Center: Steve Triplett, Jean Oyler, Greg Byrd, Lee Tittle, and Dean Cole. Together, they shared their vision of how ASBIC and the Center will work together for the betterment of the Alliant SB contract.

Centuria Corporation

Pauline Healy, Executive Vice President, Business Development, and Richard Levine, Chief Financial Officer, Centuria Corporation, VETS prime contractor visited the Small Business GWAC Center on August 17. They met with Steve Triplett, Janna Babcock, Contracting Officer, Meredith Wassenberg, Contract Specialist, and Jihyun Huyck, Business Development Specialist, and discussed the VETS July Program Meeting topics and follow up events as well as Centuria's current tasks and status.

ISYS Technologies

A representative from ISYS Technologies, a joint venture member with SBD Alliant, an Alliant Small Business GWAC prime contractor, visited the Small Business GWAC Center on September 8. Representatives attending the meeting, from the Center, included Greg Byrd, Lee Tittle, and Dean Cole. Ideas were shared on how best to promote the Alliant Small Business GWAC, as well as leverage resources, both within the joint venture and with GSA.



Access Systems Inc.

Four representatives from Access Systems, Inc., an Alliant Small Business GWAC prime contractor, visited the Small Business GWAC Center on July 15. Representatives attending the meeting, from the Small Business GWAC Center, included Steve Triplett, Jean Oyler, Greg Byrd, Lee Tittle, Dean Cole. Ideas were shared with the contractors on how best to promote the Alliant Small Business GWAC, as well as leverage resources for outreach efforts.



Fa-Shon Combs
Administrative Assistant

Fa-Shon Combs joined the GSA Small Business GWAC Center on October 1 as administrative assistant contract personnel. Fa-Shon will be responsible for assisting Director, Stephen Triplett and other administrative tasks within the Center. Prior to joining the SB GWAC center, she worked in the private sector as a Project Administrator/Quality Assurance Analyst for TEK Systems. Fa-Shon is a graduate from DeVry University with a Bachelor Degree in Computer Information Systems. She is currently getting her certifications in A+, Net+ and MCDST. In her free time, Fa-Shon enjoys reading for leisure, learning new computer software/applications and staying up on the current and latest technology.

Selling to the Federal Government 101



Are you Up to Date?

As a new Fiscal Year begins, it offers a great opportunity to make sure your company information is accurate in all external databases. Have you moved recently, added a new contract point of contact, changed phone numbers? It is critical to ensure that contracting officers who wish to include your firm in their acquisition can reach you. Databases that you will want to review include:
***Central Contractor Registration** (www.ccr.gov)

*SBA's Dynamic Small Business Search

(www.ccr.gov)

*GSA Small Business GWAC Industry Partner Lists

(review respective GWAC websites, contact contract PCO to initiate changes)

*GSA ITSS Acquisition Tool

(<https://web.itss.gsa.gov/Login>)

*GSA's e-Buy- update your personal contact information

(www.ebuy.gsa.gov)

If you have responded to a solicitation that is still under evaluation, be proactive to ensure the contracting officer has your updated contact information. During the course of evaluations, contracting officers often need to communicate with offerors on submissions, conduct negotiations, execute offer extensions and more. Your failure to update contact information could render you unresponsive to contracting officer communications. If you require any assistance with changing database information or have questions related to it, please contact the Small Business GWAC Center at 1-877-327-8732 or sbgwac@gsa.gov.

SBGWAC Quiz

What is the dollar threshold for directed orders under 8(a) STARS?

- a. \$3.0 M
- b. \$3.5 M
- c. \$4.0 M
- d. \$100,000

Requests for Delegations of Procurement Authority may be submitted online at individual SBGWAC websites?

- a. True
- b. False

Answers provided at the bottom of last page

News Flash

The SBGWAC center now has available a high-level report from the GWAC Management Module that will give you an overview of the task orders issued under your Small Business GWAC. If you'd like to see your company's report, please have the **contract manager** contact Christine Carver at 816.823.2330, or via email at christine.carver@gsa.gov to have a copy of your report sent to you.

About FSRS

The Federal Funding Accountability and Transparency Act (FFATA) was signed on September 26, 2006.

The FFATA Subaward Reporting System (FSRS) will collect data from Federal prime contractors on subcontracts they award. Prime Contractors awarded a federal contract or order that is subject to Federal Acquisition Regulation clause 52.204-10 (Reporting Executive Compensation and First-Tier Subcontract Awards) are required to file a FFATA subaward report by the end of the month following the month in which the prime contractor awards any subcontract greater than \$25,000. This reporting requirement will be phased-in (see below):

Phase 1: Reporting subcontracts under federally-awarded contracts and orders valued greater than or equal to \$20,000,000, reporting starts now.

Phase 2: Reporting subcontracts under federally-awarded contracts and orders valued greater than or equal to \$550,000, reporting starts October 1, 2010.

Phase 3: Reporting subcontracts under federally-awarded contracts and orders valued greater than or equal to \$25,000, reporting starts March 1, 2011.

Although the requirement to report subawards is being phased-in at certain dollar levels, if you would like to start reporting prior to the start date for your subcontracts, the system is available to you for reporting.

User Guide available at www.fsr.gov

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 <http://www.gsa.gov/sbgwac> for updates.

October 28	GSA Small Business Procurement & Networking Conference	Washington, DC
October 28-29	MacDill SDVOSB Conference	Tampa, FL
November 3	SBGWAC Overview Training for Small Business Advocates	Webinar
November 8	VETS Industry Partner Meeting	Washington, DC
November 10	DPA Training – Defense Logistics Agency	Webinar
November 30-December 1	NASA Small Business Symposium	Bethesda, MD
December 1	SBGWAC Overview Training for Small Business Advocates	Webinar
December 7	DPA Training – Defense Logistics Agency	Webinar