



Technology Solutions from GSA —



Your Source for Cutting Edge Products and Services

You're Busy Enough. GSA Makes Things Easier

In today's rapidly changing IT and telecommunications environment, staying on top of the latest developments, evaluating the best products, and getting the most value for your money could be a full-time job. But you've already got important work to do. GSA stays on top of all of the newest technologies, most reliable contractors, and best prices so you don't have to. To this end, we've expanded and improved our entire Group 70 IT Schedule, making it the most comprehensive, convenient telecommunications and IT source on the entire web.

GSA's Group 70 IT Schedule is a Snap To Use

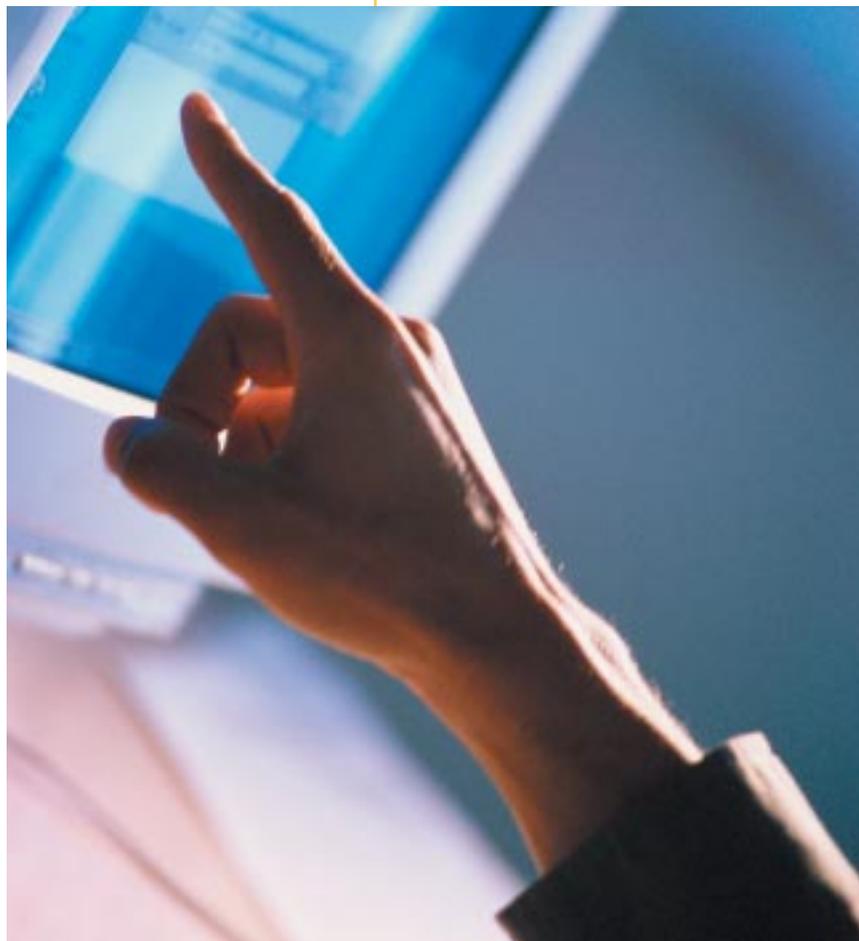
Just use your web browser to log onto the IT Acquisition Center homepage (fss.gsa.gov/it) and click on "IT Contract Database." From there, your search becomes even easier. You will find that you can search by product or service category, by contract number, contractor name, contractor business size, or even a specific equipment/service code. You can also link directly to a contractor's FSS price list. Best of all, you can order right from your desk using GSA *Advantage!*[™] and your Government-wide Commercial Purchase Card.

Speedy Delivery of Your Order

Once you've made a purchase, you won't have to wait long for it. Many items bought on Schedule can be delivered within days, sometimes even overnight. Combine this with our streamlined acquisition procedures and you can see how you can "turn on a dime" to seize new opportunities and respond to unforeseen situations.

The Price is Right

By using the Schedule, you're guaranteed fair prices. Our team of contracting professionals have already negotiated all terms and conditions. Contractors are glad to offer Best Value pricing, sometimes additional discounts too. It's clear: Multiple Award Schedule Contracts offer "Most Favored Customer" discounts, as well as direct access to volume discounts. Additional price reductions may be obtained on a case-by-case basis when you use the Multiple Award Schedule (MAS).



Best Value Means More Than Saving Money

Buying on Schedule means you don't have to incur administrative costs that are usually associated with open market buying—costs like searching for vendors, developing technical documents, analyzing competitive bids, travel, contract administration, and more. Offering Best Value means making your purchasing easier and less time consuming—because your time is valuable.

Tailor Your Acquisition The Way You Want It

The Multiple Award Schedule (MAS) has become the hottest acquisition vehicle in government for many key reasons. One of those reasons is its **MTO** capability. That stands for **Made to Order**. What does this mean to you? It means commercial acquisition options are now available to the federal government. You can tailor your acquisition to meet your customer's needs, and you can make the acquisition as fast as you like by working with quality commercial companies for services and products. What's more, you are in the driver's seat when it comes to making best value business decisions.

It Never Hurts to Ask - Further Price Reductions

The price reduction clause allows contractors to offer a further reduction on a price that is listed on Schedule. Just ask. Usually, these reductions are in conjunction with large-volume purchases, but as a purchaser you may negotiate individual price reductions and contractors are free to offer spot discount pricing.

Our Schedule Grows as Your IT Needs Grow

The Group 70 MAS includes thousands of companies that are pre-approved to do business with you. In addition, those companies that are listed on Schedule are free to work with dealers, resellers, and OEMs that can meet your specialized needs. So, virtually any company you want to deal with is accessible through the Schedule. In addition, companies may submit proposals to be placed on Schedule at any time under the Group 70 MAS. This means that we'll be adding new contractors on a regular basis as they qualify for inclusion.

"We have successfully used GSA Blanket Purchase Agreements for everything from system integration, system testing and IV & V services, to hardware purchases and software maintenance services. Our Information Technology program officials are very satisfied with the results."

— Brian Hebbel
Director, Division of System Contracts,
Health Care Financing Administration





Connect With Our
New Service — **eirô**SM
(e-connected intelligent
remote operations) which
is a total solutions resource

that enables you to bring the latest in wireless remote mobile communications and computing to your program or office. In today's government environment, employees may need to work in distant locations, telecommute, quickly establish remote worksites, whatever—and still stay linked to home office operations. Any instance where wireless connectivity plays a role is an opportunity for you to use **eirô**SM. **eirô**SM covers everything. You can pick and choose or have it all:

- Business Operations Analysis (needs analysis, modeling and simulation, etc.)
- Hardware (laptops, handhelds, peripherals, multimedia)
- Software (operating systems, databases, productivity applications, etc.)
- Network Access (VPN's, T1/T3, XDSL, etc.)
- Security (firewalls, encryption, etc.)
- and Continuing Support (setup, training, configuration management, etc.)

For full details be sure to visit: eiro.gsa.gov.

Performance Incentives

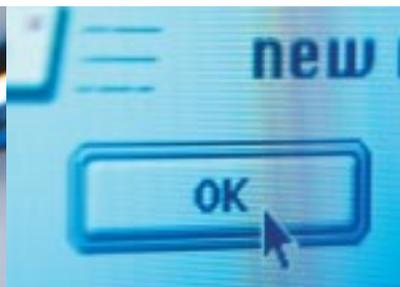
You can now use performance incentives and award fees to motivate and reward Schedule contractors when performance is a critical factor in meeting your agency's mission. Just agree upon the incentives with your contractor that relate to the achievement of specific targets. Incentives are based on objectively measurable performance parameters.

Performance Based Ordering

We encourage you to use performance based statements of work to clearly describe the end results you need when making your purchases. Then, the schedule contractor will respond with the best solution to meet your agency's needs. What is the benefit to you of performance based ordering? When used together with performance incentives, it reduces the overall administrative burden on you.

"The IT Schedule is growing faster and faster. It's clearly the most popular purchasing vehicle in the federal marketplace."

— Tom Temin
Editor
Government Computer News



Federal law enforcement officers stationed in several cities as part of a national task force need laptops to interface with a central database.

A Federal agency counts numerous employees who travel extensively and need pagers and palm held devices.

A large, rapidly growing program is finding itself with more employees who telecommute. Program Managers must provide remote access to a central e-mail server.

How did all these customers achieve their goals?
They turned to the GSA Schedule and found *eirô*SM.

You can too.

Connect with

eirô



The *total-solutions* offering that enables you to:

- connect your remote staff wherever they may be
- seamlessly establish network-connected operations when and where you need them
- bring the latest wireless remote mobile communications and computing advances to your program or office...

It's Easy. And it's on GSA Schedule!

*eirô*SM (Phonetic: eer-ro) From the Latin root: 1. to connect. 2. to say, tell, communicate. 21st Century vernacular: 1. to widen the impact of your program or office through intelligent wireless connectivity.

www.eiro.gsa.gov

Or call (703) 305-3038

It's eirôSM !

e-connected *i*ntelligent **r**emote **O**perations

Today's Federal workplaces, programs, and operations are constantly changing. To accomplish their mission, government employees may need to work in distant locations but still be linked to home office operations. Or they may need to telecommute and

take advantage of stay-at-home work situations. Whatever the case, any instance where wireless connectivity plays a role is an opportunity for you to use **eirôSM**.

eirôSM is the name of the assessment/ services/products package available on FSS Schedules that puts you in touch with vendors who can meet your remote mobile communications, networking and computing goals.

eirôSM covers everything.

Pick and choose what you need. Or have it all.



Business Operations Analysis

- Needs Analysis
- "Quick Start" Pilots
- Modeling & Simulation
- Solution Personalization
- Implementation Services
- Education
- Training

Hardware

- Laptops
- Handhelds
- Multimedia
- Peripherals

Coordination Software

- Operating Systems
- Multimedia
- Messaging
- Databases
- Office Suites
- Productivity Applications
- Knowledge Tools

Network Access

- Wireless
- VPNs
- T1/T3
- XDSL
- Cable Modem ISDN/POTS

Security

- Firewalls
- Encryption
- Authentication
- Smart Card
- PKI/Digital Certs

Continuing Support

- Setup
- Training
- Tech Support
- Tech Refresh
- Asset Management
- Configuration Management
- Innovative Partnerships

**U.S. General Services Administration
Federal Supply Service
IT Acquisition Center
Washington, DC 20406**

Connecting to eirô is a snap.

At <http://www.eiro.gsa.gov> you will find a listing of services and products to address your mobile solutions needs. If you know the service or product you are seeking, reference the point of contact that is listed for that solution. If you are familiar with the ordering process you can contact **eirôSM** contractors directly. If you have additional questions call **703-305-3038**. Once you are in touch with the correct information source, standard FSS ordering procedures will apply. **Questions?** E-mail us at: it.center@gsa.gov.

Paying Attention to Small Businesses

The General Services Administration and the Small Business Administration (SBA) strongly support the participation of small business concerns in the Federal Supply Schedules Program. To enhance small business participation, SBA policy (for details visit: www.sba.gov) allows agencies to include in their procurement base and goals the dollar value of orders expected to be placed against the Federal Supply Schedules, and to report accomplishments against these goals.

This information should be used as a tool to assist ordering activities in meeting or exceeding established small business goals. It should also encourage consideration of small, small disadvantaged, and women-owned small businesses when making a best value determination.

GSA's Information Technology Contractor Database

GSA has created a search engine that allows customers to find IT contractors using criteria including product categories, geographic location, or socioeconomic status. The product/service categories break IT products and services into 81 subcategories that allow customers to find vendors who offer combinations of products and services. GSA's Schedules E-Library will soon duplicate this feature.

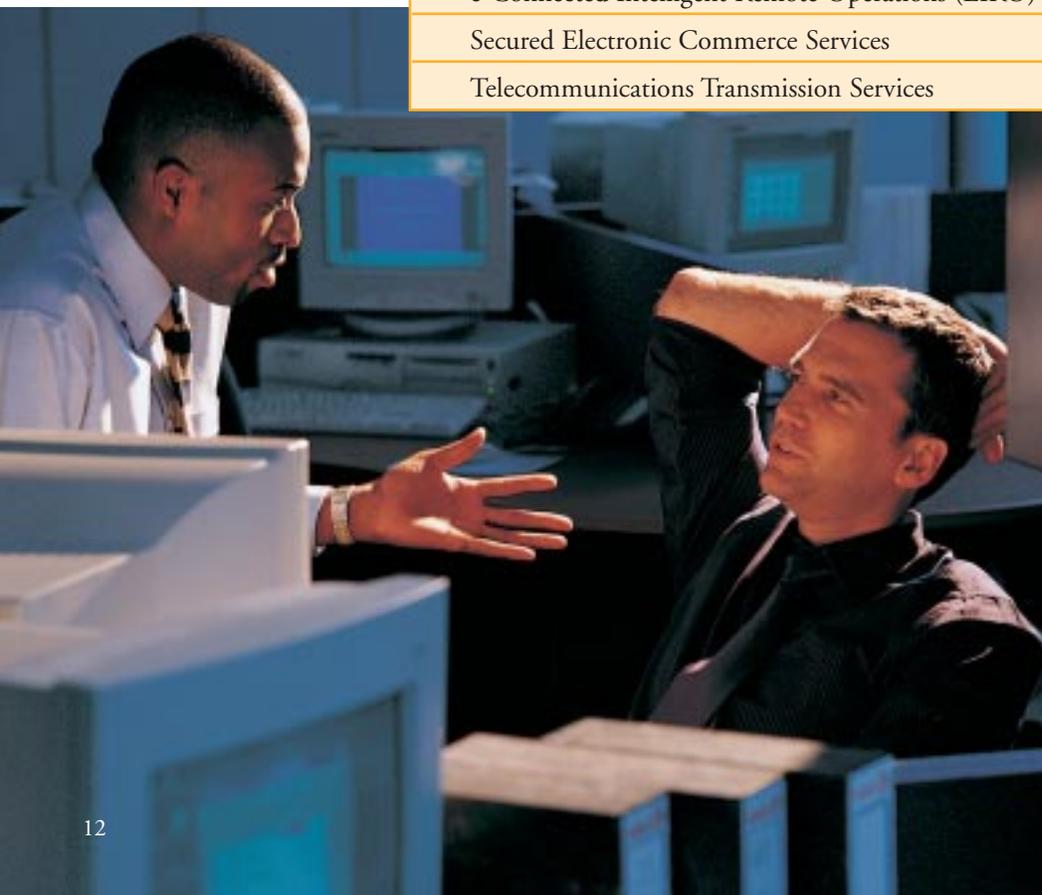
The Database Search also links to a contractor's homepage as well as GSA pricelist maintained on their website. The IT contractor database can be searched using a variety of factors including small disadvantaged business.



GSA's Information Technology Offering Supports Homeland Security

GSA's offers a broad array of security products and service solutions. This chart highlights service offerings related to Information

Service Offering	Schedule Title
Computer Security Software	Information Technology MAS
Computer Software Maintenance	Information Technology MAS
Training	Information Technology MAS
IT Facility Operation and Maintenance	Information Technology MAS
IT Systems Development Services	Information Technology MAS
IT Systems Analysis Services	Information Technology MAS
System Design and Integration	Information Technology MAS
Programming Services	Information Technology MAS
IT BackUp and Security Services	Information Technology MAS
Information Assurance	Information Technology MAS
CAD/CAM Services	Information Technology MAS
IT Network Management Services	Information Technology MAS
Automated News, Data and Information Services	Information Technology MAS
e-Connected Intelligent Remote Operations (EIRO)	Information Technology MAS
Secured Electronic Commerce Services	Information Technology MAS
Telecommunications Transmission Services	Information Technology MAS



“GSA’s IT Schedules have become the contract vehicle of choice...not just for commodity products but for services as well.”

— Tim Karney
 Publisher
 Washington Technology

Schedule Number	Special Item Number(SIN)
70	132-33
70	132-34
70	132-50
70	132-51
70	132-51
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70	132-52
70	132-53

Technology that support the Homeland Defense initiative. For even more answers about GSA's Group 70 Information Technology Multiple Award Schedule, visit our web site at www.fss.gsa.gov/it or contact one of the following representatives:

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 Gary Cook (703) 305-6827 gary.cook@gsa.gov
 David Orcutt (703) 305-7898 david.orcutt@gsa.gov

Customer Service
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 Antoinette Scott (703) 605-0526 antoinette.scott@gsa.gov
 Mitzi Ford (703) 605-0521 mitzi.ford@gsa.gov

Business Development
 Deborah Lague (703) 305-5492 deborah.lague@gsa.gov

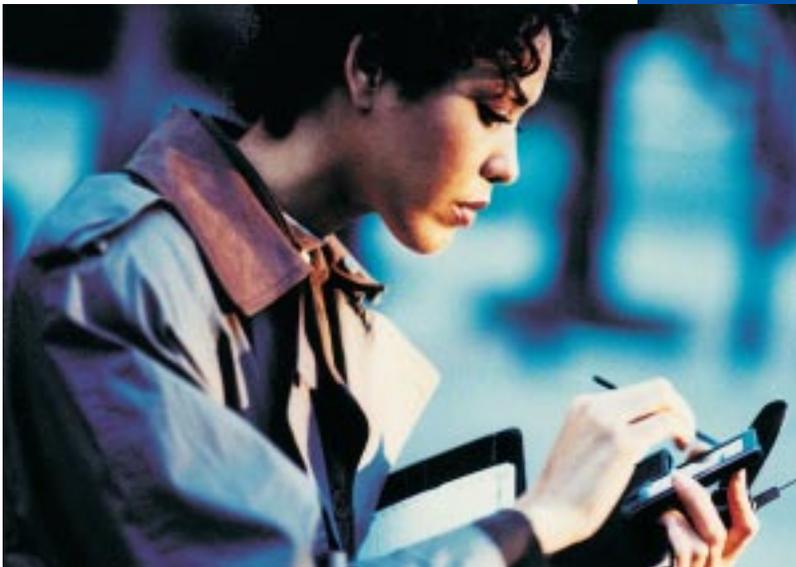
Systems and Electronic Information
 Mark Graham (703) 305-6644 mark.graham@gsa.gov

Sales Information
 Mark Graham (703) 305-6644 mark.graham@gsa.gov

General Information
 (703) 305-3038 IT.Center@gsa.gov

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 General Services Administration
 Federal Supply Service
 IT Acquisition Center
 1941 Jefferson Davis Highway
 Arlington, VA 22202
 Antoinette Scott
 Tel: (703) 605-0526
 Fax: (703) 308-1445
antoinette.scott@gsa.gov

General Customer Service
 Tel: (703) 305-3038
IT.Center@gsa.gov





"Pride in our products means everything to me."



**Meet Lee Terry
Mechanical wiz.
Stickler for quality.**

Lee Terry never met a machine he couldn't master during his 24 years of making scouring pads at Beacon Lighthouse for the Blind in Wichita Falls, Texas. And when it comes to quality, he says, "It's at the heart of everything we do." Skilled employees like Lee are part of a motivated team at National Industries for the Blind (NIB) associated agencies that provide SKILCRAFT and other JWOD products and services—from operating call centers to making office and cleaning supplies. Delivering quality, value and convenience to customers everywhere.

Lee Terry: One of the nearly 5,000 people who are blind that NIB and its associated agencies employ—people who make products and provide services that make a difference.



Scouring Pad - NSN 7920-00-753-5242
Contract # GS-00F-001K



SKILCRAFT and other JWOD Products are available online at GSAAdvantage.com or JWOD.com.
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Thin Client Terminals - The PC Alternative

XP Embedded Terminal (MaxTerm 8300)

The high-end functionality of a Windows XP environment, combined with the value, security and manageability of a thin client terminal.

- 500 MHz Processor
- Internet Explorer 6.0
- 128 to 256 MB Memory
- 128 to 256 MB Flash Memory

Embedded Linux Terminal (MaxTerm 3300)

Linux Open Source operating system with an unmatched array of connectivity options.

- 500 MHz Processor
- Mozilla Browser (Netscape 6.0 comparable)
- 128 to 256 MB Memory
- 32 to 64 MB Flash Memory



- Data Security with Lock-Down Capability
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- Customizable to your specific need
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www.maxspeed.com

Maxspeed

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