

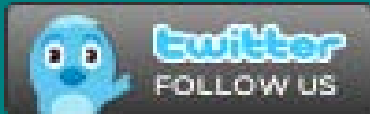
Small Business GWAC Center

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Director's Corner



Steve Triplett, Director,
Small Business GWAC
Center

I hope this message finds everyone enjoying a safe and memorable summer. As we move through the last quarter of the fiscal year, I encourage you to help us finish strong by staying focused and working hard towards the common goal of providing premier IT services to our federal agencies.

We continue to experience successes, and I'd like to highlight a few of the Small Business GWAC Center's accomplishments below:

- The 8(a) STARS II GWAC has an estimated value of \$236 million in task orders since its award in August of 2011. Included in that value is a recently awarded task order from the Department of Justice (DOJ) with an estimated value of \$38 million.
- An ongoing project has provided the Department of Veterans Affairs (VA) with a wireless location-based infrastructure that delivers secure wireless communication across 300 VA sites around the nation. Through the Veterans Technology Services (VETS) GWAC, a service-disabled veteran-owned small business installed and verified the network for a broad range of data and telecommunications needs.
- The Department of Energy's National Nuclear Security Administration (NNSA) Office of the Chief Information Officer Headquarters awarded a \$70 million task order to a small business via the Alliant Small Business GWAC.

Each task order represents an opportunity to work with premier small businesses in the country. Oftentimes, what determines success is nothing more than opportunity.

Our small business GWACs are poised to assist federal customers with their acquisition needs through streamlined ordering procedures, advanced statement of work review procedures and consultation with our center's staff. We know that you have many contracting choices to meet your IT needs, so we invite you to let us assist you in meeting your agency's IT needs.

While we had a good year, it's time to make it a great year through your continued support.

Whatever socio-economic category is a challenge for your agency, we have a solution. No order is too small or too large.

As always, we thank you for your past support and look forward to working with you in the upcoming fiscal year.

Stephen Triplett

Director
Small Business GWAC Center

"Don't judge each day by the harvest you reap but by the seeds that you plant".

Robert Louis Steven

GWAC Training

VETS GWAC DPA Training

As part of the ongoing Delegation of Procurement Authority (DPA) training, Janna Babcock, Contracting Officer, and Jihyun Huyck, Business Development Specialist, held the DPA session on VETS GWAC via webinar on April 12th. Contracting officers and contract specialists from six agencies (Department of Energy, Defense Logistics Agency (DLA), Department of Transportation, DOJ, Department of Veterans Affairs, and the Air Force), joined the training to learn about the VETS GWAC including its scope, advantages of using GWACs, ordering procedures and the contract's current mix of industry partners (IPs).

Jihyun Huyck and Janna Babcock held VETS DPA training sessions on June 6th and 7th. The training explained the VETS scope, its ordering process and the current industry partner mix. The attendees of these sessions included over 20 GSA contracting officers, US Department of Agriculture, Department of Health & Human Services, and VA contracting officers.

Joint GWAC DPA Training

Business Development Specialists, Dean Cole, Lori Hanavan, and Jihyun Huyck, presented joint GWACs DPA training for the Army at Fort Lee, VA, via webinar, on June 7th. This training was a result of a partnership between Danno Svaranowic, GSA Customer Service Director, the GWAC office, and the Fort Lee contracting group. The presentation explained the GWACs' basic ordering process, features and benefits, and resources available for GWAC customers. In addition to the DPA training, the Alliant Small Business Industry Council (ASBIC) representatives joined this GSA GWAC session and presented a briefing on the Alliant Small Business (ASB) industry capabilities.

8(a) STARS II DPA Training

The 8(a) STARS II GWAC team held two DPA training webinars the week of May 7th. The first was an open webinar attended by multiple federal agencies and the second was hosted by the US Geological Service.

Herman Lyons and Jihyun Huyck, Business Development Specialists, held a DPA training session on the 8(a) STARS II and VETS GWACs via webinar on May 23rd for Army at the Fort Sam Houston Center for Health Care Contracting. Army customers contacted the Small Business GWAC Center for an urgent DPA session so that they could start using 8(a) STARS II and VETS GWACs immediately. This combined training on the two

contracts provided them with the information on the contracts' features, scope, ordering procedures and GWAC benefits. After the training, warranted Contracting Officers obtained DPA for both GWACs.

8(a) STARS II Industry Partner Webinar

The Small Business GWAC Division hosted an audio conference on June 21st, for 8(a) STARS II IPs. 8(a) STARS II contracting and business development team members discussed the recent modification, previewed upcoming enhancements to the GWAC dashboard, and hosted a question and answer session.

Alliant and Alliant SB Training

The ASB Team continues to collaborate with representatives of the ASBIC on outreach efforts. On June 6th, 23 procuring officials from Department of Transportation received training on the Alliant and ASB GWACs. ASBIC demonstrated what the contracts can do while the ASB Team demonstrated how to use them. The training allowed the federally warranted Contracting Officers to request a DPA, in an effort to use the GWAC. These collaborative training events continue to demonstrate the power of working together with our small business IPs.

Small Business GWAC \$ales

Total obligated order value as of June 30, 2012:

★ 8(a) STARS	\$4,005,309,12.84
★ 8(a)STARS II	86,381,170.08
★ Alliant Small Business	\$671,751,060.78
★ VETS	\$1,225,844,560.03

For additional sales data visit www.sbgwacsource.gov.

Program Meetings

Alliant Small Business Program Meeting Webinar

Alliant Small Business IPs participated in the ASB Program Meeting Webinar on April 25th. The webinar was conducted by Dean Cole and Greg Byrd, Procuring Contracting Officer. Steve Triplet, Director, Small Business GWAC Center was also in attendance. Attendees were briefed on past, current and future business development outreach efforts, awards and other activity over the three years the contract has been awarded, as well as contract and sales reporting updates. Lori Fischler, Chair of ASBIC, presented an update on ASBIC outreach efforts and achievements. The webinar was attended by 65 participants representing 55 of ASB's 69 awardees.

GWAC Industry Partner Visits

8(a) STARS II Visitors

MicroTechnologies, LLC, GS-06F-0694Z

Alliant SB Visitors

N-Link LSG Joint Venture, GS-06F-0644Z

Conferences

DISA Mission Partner Conference



Photo of Jean Oyler, Steve McFarland and Lesa Steward

Jean Oyler, Business Operations Manager, Lesa Steward, Business Development Specialist, and Steve McFarland, Customer Service Director with the Office of Customer Accounts and Research, GSA Southeast Sunbelt Region, attended the 2012 Defense Information Systems Agency (DISA) Mission Partner Conference in Tampa, FL on May 7th-10th.

The DISA Mission Partner Conference is known as the premier DoD IT conference bringing together military services, combatant commands, industry, senior decision-makers, and subject-matter experts, who openly communicate and share information that is critical to helping the DoD achieve mission success. With nearly 4,000 attendees from government and industry and 200+ exhibitors, the conference afforded opportunities to: be informed and challenged by the presentations of Defense and industry leaders, share thoughts and ideas in the track sessions, exchange perspectives with one another, and discuss services and emerging technologies with vendor representatives in the exhibit hall.

Jean, Lesa and Steve represented GSA GWACs at an exhibit booth and visited with IPs, DISA leadership, acquisition, small business specialists and IT program personnel about current GWAC tasks and future requirements. The booth also served as a venue to increase awareness of the newly-launched 8(a) STARS II GWAC and demonstrate GSA's commitment to its industry partners and to DISA as a strategic customer agency. The GSA GWAC team's presence at this

customer conference not only was an opportunity to partner with a GSA regional office but also resulted in new opportunities for the GWACs and an invitation by DISA to participate in future training sessions.

GSA EXPO

Steve Triplett, Lori Hanavan, Jihyun Huyck, & Herman Lyons, along with Misty Claypole & Todd Tekesky, Contracting Officers, participated at the GSA Training and Expo 2012 held May 15th-17th in San Antonio, TX. The GWAC team actively participated in several outreach activities to include:

Training Courses

- *Intro to the 8(a) STARS II GWAC*
- *Demystifying the Contract Process*
- *Meet Service-Disabled Veteran Goals through the VETS GWAC*
- *Leveraging GSA Information Technology Acquisition Vehicles, What is Right for You?*

Networking Events

- *ITS Customer Networking Event*
- *8(a) STARS II Industry Partner Networking Event.*

National Veterans Small Business Conference

Janna Babcock and Jihyun Huyck participated in the National Veterans Small Business Conference the week of Jun 25th-29th in Detroit, MI. They participated in approximately eight matchmaking sessions with prospective business partners who asked about future VETS GWAC opportunities and how to subcontract with the current IPs. They also met with Veteran/Small Business officials from DOJ, Small Business Administration (SBA), Langley AFB, Tyndall AFB, DLA (Ft Belvoir), and Marine Corps Systems Command. One session entitled "*How to Use the VETS GWAC*" which included discussion on the GWAC's scope, advantages of using GWACs, ordering procedures and the contract's current mix of IPs partners was held on June 27th with approximately 25 attendees (a mix of industry partners and government customers).

On June 26th, Janna and Jihyun worked on the scheduled volunteer project at the Conference for approximately two hours. Care packages were assembled for Veterans in hospitals of the greater Detroit region.

OMB Memo Encouraging Support of Small Businesses

A meeting took place with the White House Small Business Procurement Group on April 25th. During the meeting, each agency was asked to take the following three immediate steps to ensure small businesses are utilized to the maximum extent practicable: (1) maximize opportunities for small businesses when making small dollar awards, (2) increase opportunities for small businesses under multiple award contracts, and (3) strengthen accountability for small business goal achievement.

Additional information on each of these steps is provided within the [memorandum](#).

Selling to the Federal Government 101

Online Resource

e-Buy, is an online Request for Quote (RFQ) and Request for Proposal (RFP) tool. eBuy is designed to facilitate the request for submission of quotes or proposals for a wide range of commercial supplies and services under the following acquisition vehicles:

- GSA Schedules
- Technology Contracts including GWACs and Network Services and Telecommunications contracts

This tool allows Federal agencies to maximize the buying power of the internet to increase contractor participation in order to obtain quotes or proposals which will result in a best value purchase decision. Through the e-Buy system, buyers can prepare and post an RFQ or RFP for specific services and products for a designated period of time.

GWAC contract holders who are registered in e-Buy receive Request for Quotes/Request for Proposals via the system from customers using e-Buy. If you are a contract holder and are not receiving emails from e-Buy, it may be due to the "profile" you set in the system. You can change or customize your email preferences as necessary in the "Profile". You should make sure your email address(es) entered are correct and the checkbox titled "Turn off e-mail notices" is unchecked. If there is problem setting your profile or logging in, please contact the Vendor Support Center at 1-877-495-4849 or e-mail at vendor.support@gsa.gov. To learn more about this useful

online tool or to view a tutorial, log on to www.ebuy.gsa.gov.

Kudos and Accolades



Vicki McReynolds and Meredith Wassenberg have successfully completed the Federal Career Intern Program (FCIP). Both joined the Small Business GWAC Center two years ago as Contract Specialist interns.



Photo of Vicki McReynolds and Meredith Wassenberg

Vicki worked with the 8(a) STARS II team to evaluate and award the 8(a) STARS II GWAC. As the 8(a) STARS II Contract Specialist, Vicki will be responsible for a variety of contract administration tasks. Vicki received her Bachelor of Science degree from Kansas State University and Master of Business Administration from Baker University. When away from the office, Vicki spends the majority of her time attending her children's athletic events.

Meredith continues her job responsibilities as the Pre-award Scope Compatibility Review Coordinator,

assessing whether pre-award scope review requests are within the scope of a particular GSA GWAC contract vehicle. Meredith received her Bachelor's degree from Ft. Hayes State University and Masters of Business Administration from Baker University. In her free time, Meredith enjoys reading, exercising, barbecuing, and watching movies.

We applaud both of them for their achievements!



DID YOU KNOW?

You can attain a DPA by:

- Attending a Webinar
(See events calendar below)
- Reviewing the GWACs ordering guide
(ordering guide may be viewed on respective GWAC home pages)

You can also receive continuous learning points.

GWAC Order Package Training Module
GWAC Purchase Data Training Module
GWAC CAF Payment Training Module

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.

Date	Event/URL	Location
July 29-August 1, 2012	NCMA World Congress	Boston, MA
August 2-3, 2012	Army Small Business Conference	Washington, DC
August 14, 2012	8(a) STARS II GWAC DPA Training	Webinar
August 16, 2012	VETS GWAC DPA Training	Webinar
August 22, 2012	Joint Alliant and Alliant Small Business DPA Training	Webinar
August 29, 2012	Joint Alliant and Alliant Small Business DPA Training	Webinar
September 5, 2012	Joint Alliant and Alliant Small Business DPA Training	Webinar
September 6, 2012	VETS GWAC DPA Training	Webinar
September 12, 2012	Joint Alliant and Alliant Small Business DPA Training	Webinar
September 18, 2012	8(a) STARS II GWAC DPA Training	Webinar
September 25-26, 2012	Minority Enterprise Development Week	Washington, DC

Small Business GWAC Word Search

J B B K C L H Y P U X V N O J D Q L C Y N I U W
 E E X X M B S T N A I L L A X U W D V M D H H S
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8aSTARSII	eLibrary	Modification
Acquisition	ExecutiveOrder	Option
AlliantSB	Governmentwide	Procurement
Contract	GSA	ScopeReview
ContractingOfficer	GSAAvantage	SmallBusiness
Delegation	IndustryPartner	Solicitation
DPATraining	InformationTechnology	TaskOrder
e-Buy	InnovativeSolutions	VETS