

# IT Schedule 70 Weekly Sales Report

Compiled From the Universal Report Specifying Application (URSA)



A PUBLICATION OF **GSA's IT Acquisition Center** | [WWW.GSA.GOV/ITCENTER](http://WWW.GSA.GOV/ITCENTER) | FISCAL YEAR 2007 | April 16<sup>th</sup>, 2007 | >>FREE<<

## THE EDITOR'S CORNER:

The format of the IT Schedule 70 Weekly Report has changed. There are four separate pages related to SINS. The Total Sales Page only shows the overall SIN amount and Federal, State/Local and Disaster Recovery (Section 833 -NEW) have their own pages. 833 SINS have the RC designator after them, for example: 132-32RC or 132-51RC.

## REPORTING PERIOD BEGINS | SECTION 833- DISASTER RECOVERY SINS ADDED NEW!

Total IT Reported Sales increased by roughly \$786 million from Week 27 to Week 29 up to a total of \$9.63 billion. Cooperative Purchasing increased by about \$9.7 million up to \$149.14 million. There are two official weeks left in the 2<sup>nd</sup> Quarter reporting period. Disaster Recovery SINS were added to the schedules in March and have no sales reported as of yet.

Cooperative Purchasing Reported Sales increased to \$149.14 million and is roughly \$91 million below FY06's Year-End sales (\$240 million).

Cooperative Purchasing Reported Sales is roughly \$28 million above last year's sales at this time and Total Reported Sales dropped to \$330 million below last year's sales for this week.

## National Stress Awareness Month



## The Quick and Dirty Index:

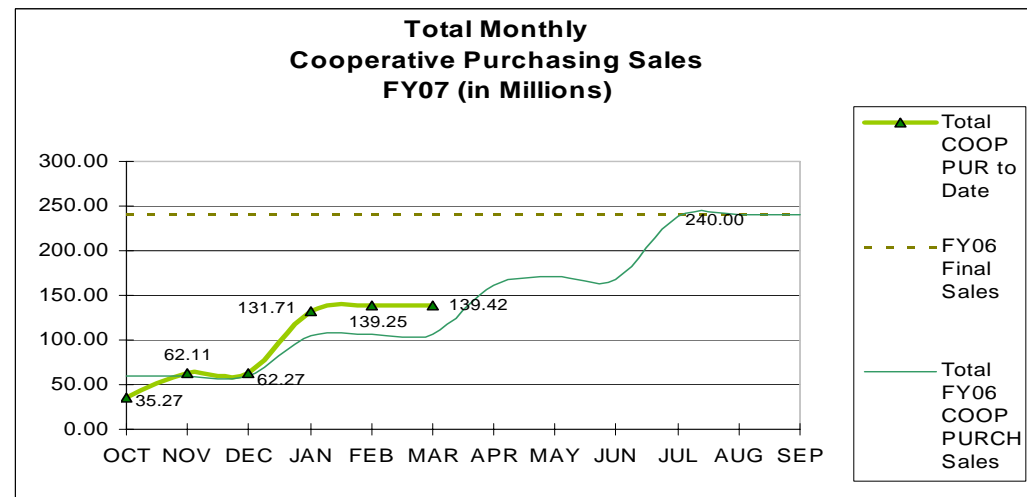
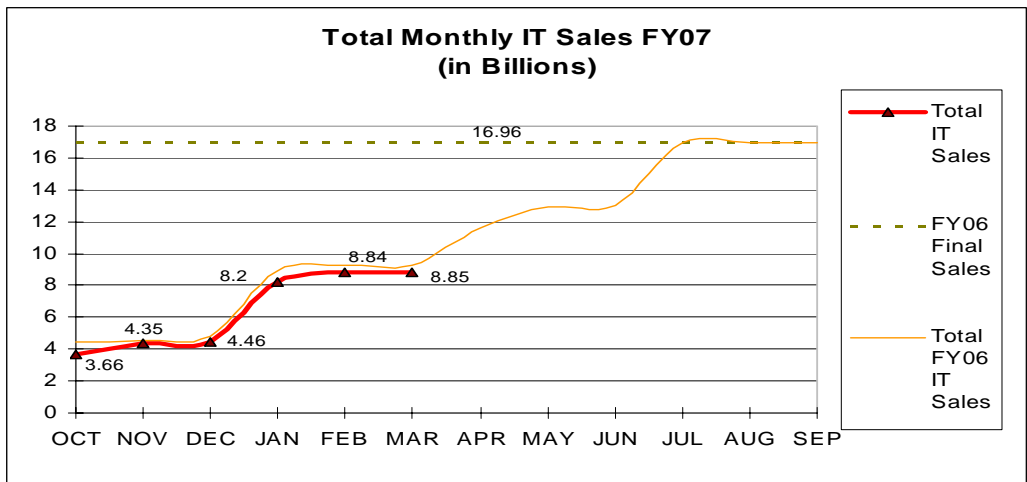
**IT Sales:**  
**\$9.63 Billion**  
**Wkly Change(\$):**  
**\$786 Million** ↑  
**Federal Sales:**  
**\$9.49 Billion**  
**State/Local Sales:**  
**\$149.14 Million**  
**No. of Contracts:**  
**5,322**  
**State/Local Vendors:**  
**3,713 (70%)**

## The Monthly Tracker: (Weeks 27- 29 - April)

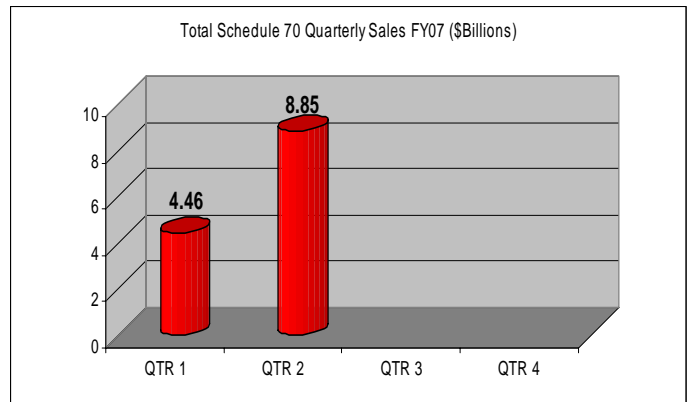
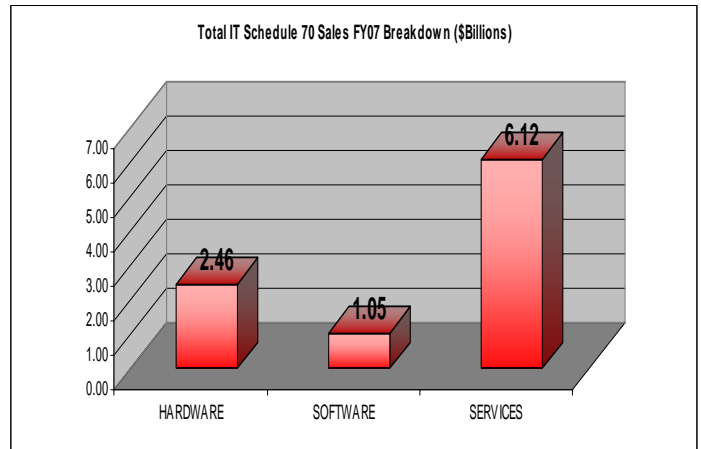
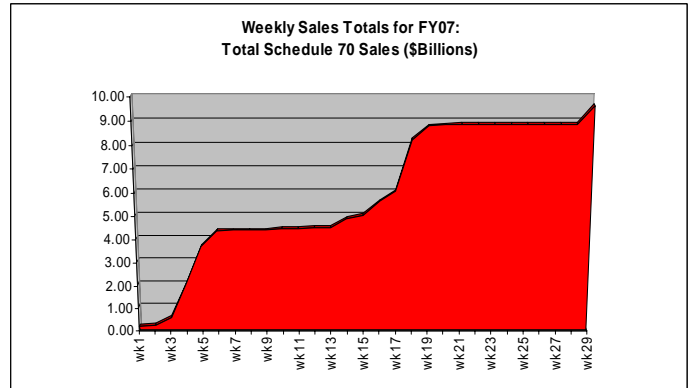
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## PASS IT ON!

Share this document with others. Also, this report and others are available on our IT Center Website: Go directly to [www.gsa.gov/itcenterlibrary](http://www.gsa.gov/itcenterlibrary)

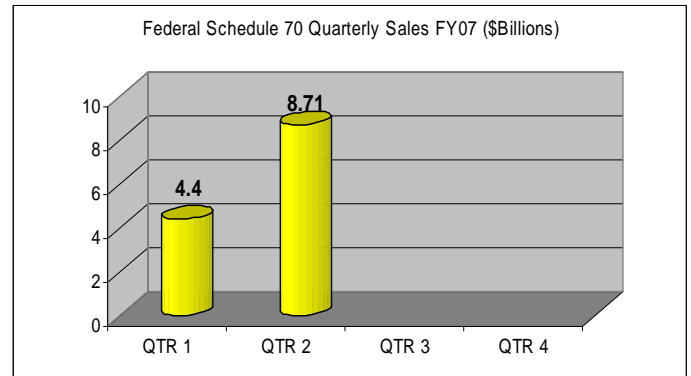
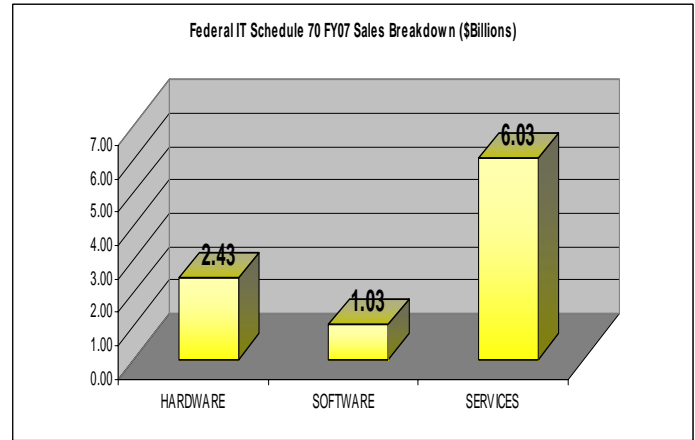
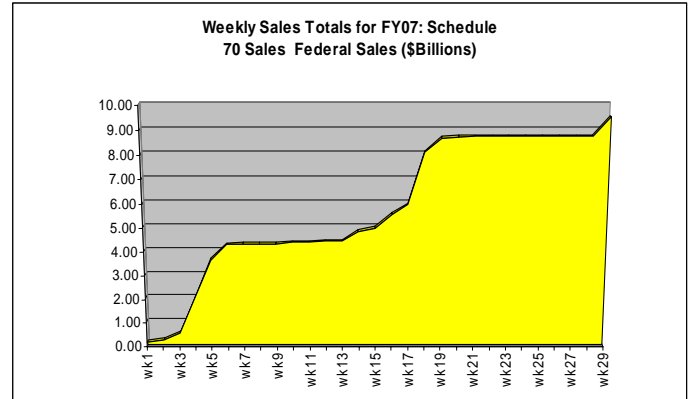


TOTAL OF FEDERAL, STATE/LOCAL & DISASTER RECOVERY	
SIN	FY-07-SALES
<b>Hardware:</b>	
132 3	\$23,448,828.00
132 4	\$482,022.00
132 8	\$2,439,984,330.00
	<b>\$2,463,915,180.00</b>
<b>Software:</b>	
132 32	\$149,806,204.00
132 33	\$900,628,417.00
	<b>\$1,050,434,621.00</b>
<b>Services:</b>	
132 12	\$431,436,141.00
132 34	\$624,864,581.00
132 50	\$62,818,909.00
132 51	\$4,783,415,008.00
132 52	\$73,419,425.00
132 53	\$140,643,316.00
132 60	\$38,103.00
132 61	\$0.00
132 62	\$3,834,788.00
	<b>\$6,120,470,271.00</b>
<b>Total:</b>	<b>\$9,634,820,072.00</b>



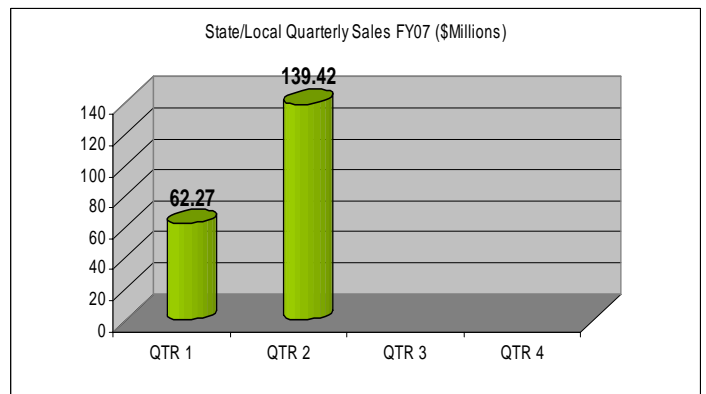
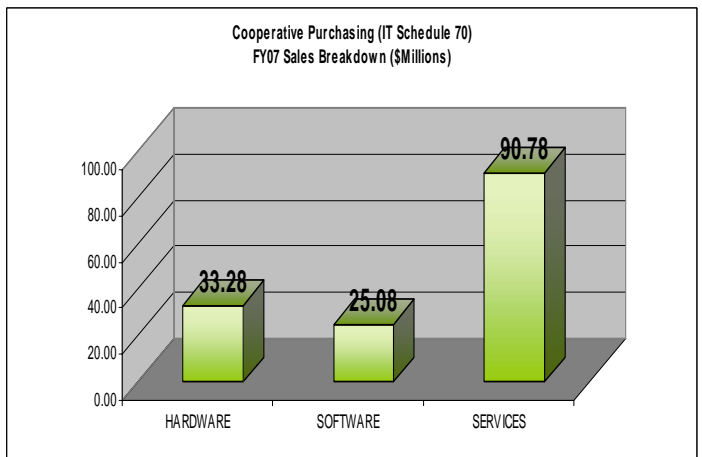
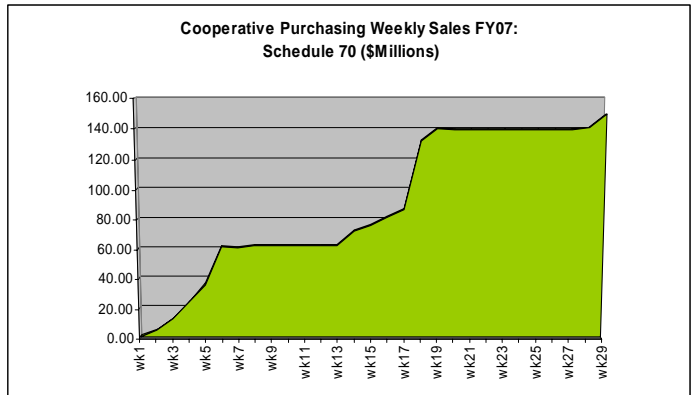
FEDERAL SALES- [www.gsa.gov/itcenter](http://www.gsa.gov/itcenter)

FEDERAL	
SIN	FY-07-SALES
<b>Hardware:</b>	
132 3	\$23,448,828.00
132 4	\$478,724.00
132 8	\$2,406,708,593.00
	<b>\$2,430,636,145.00</b>
<b>Software:</b>	
132 32	\$147,200,790.00
132 33	\$878,149,814.00
	<b>\$1,025,350,604.00</b>
<b>Services:</b>	
132 12	\$426,601,976.00
132 34	\$605,834,417.00
132 50	\$60,474,096.00
132 51	\$4,751,574,773.00
132 52	\$72,712,916.00
132 53	\$108,629,236.00
132 60	\$27,631.00
132 61	\$0.00
132 62	\$3,834,788.00
	<b>\$6,029,689,833.00</b>
<b>Total:</b>	<b>\$9,485,676,582.00</b>



COOPERATIVE PURCHASING SALES- [www.gsa.gov/cooperativepurchasing](http://www.gsa.gov/cooperativepurchasing)

STATE & LOCAL	
SIN	FY-07-SALES
<b>Hardware:</b>	
132 3STLOC	\$0.00
132 4STLOC	\$3,298.00
132 8STLOC	\$33,275,737.00
	<b>\$33,279,035.00</b>
<b>Software:</b>	
132 32STLOC	\$2,605,414.00
132 33STLOC	\$22,478,603.00
	<b>\$25,084,017.00</b>
<b>Services:</b>	
132 12STLOC	\$4,834,165.00
132 34STLOC	\$19,030,164.00
132 50STLOC	\$2,344,813.00
132 51STLOC	\$31,840,235.00
132 52STLOC	\$706,509.00
132 53STLOC	\$32,014,080.00
132 60STLOC	\$10,472.00
132 61STLOC	\$0.00
132 62STLOC	\$0.00
	<b>\$90,780,438.00</b>
<b>Total:</b>	<b>\$149,143,490.00</b>





DISASTER RECOVERY	
SIN	FY-07-SALES
<b>Hardware:</b>	
132 3RC	\$0.00
132 4RC	\$0.00
132 8RC	\$0.00
	<b>\$0.00</b>
<b>Software:</b>	
132 32RC	\$0.00
132 33RC	\$0.00
	<b>\$0.00</b>
<b>Services:</b>	
132 12RC	\$0.00
132 34RC	\$0.00
132 50RC	\$0.00
132 51RC	\$0.00
132 52RC	\$0.00
132 53RC	\$0.00
132 60RC	\$0.00
132 61RC	\$0.00
132 62RC	\$0.00
	<b>\$0.00</b>
<b>Total:</b>	<b>\$0.00</b>

## Disaster Recovery Purchasing

[www.gsa.gov/disasterrecovery](http://www.gsa.gov/disasterrecovery)

Section 833 of the John Warner National Defense Authorization Act for fiscal year 2007 (Public Law 109-364) amended 40 U.S.C. 502 to authorize the Administrator of General Services to provide for the use of Federal Supply Schedules by state and local governments for the purchase of products and services to be used to facilitate recovery from major disasters, terrorism, or nuclear, biological, chemical, or radiological attacks.

Under Disaster Recovery Purchasing, state and local government entities may purchase a variety of products and services from contracts awarded under GSA Federal Supply Schedules

This Disaster Recovery Purchasing authority is limited to GSA Schedule contracts and does not include any other GSA programs. Schedules e-Library contains a list of all GSA Schedules subject to Disaster Recovery Purchasing. State and local government entities may use GSA

Schedule contracts to purchase products and services in advance of a major disaster declared by the president, as well as in the aftermath of an emergency event. State and local government entities are responsible for ensuring that the products or services purchased are to be used to facilitate recovery.

The Disaster Recovery Purchasing Frequently Asked Questions (FAQs) provide information as to how Disaster Recovery Purchasing actually works and the benefits it provides to Schedule contractors and state and local entities.

*For more information, please contact:*

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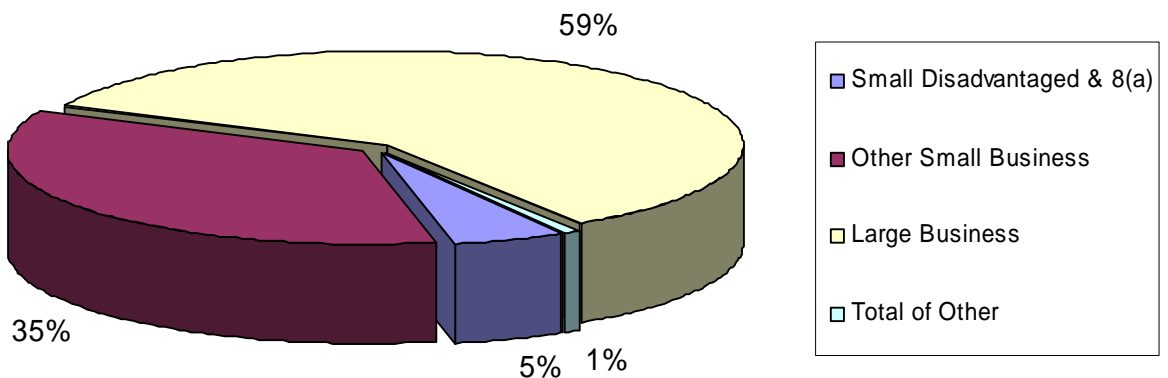
There are no graphs or charts at the current time for Disaster Recovery as no sales have been reported.

IT SALES BY BUSINESS SIZE | SIZE IS THE NAME OF THE GAME

BUS SIZE	BUS-TYPE	TOTAL FY-1-SALES
3	- Small Disadvantaged & 8(a)	\$453,180,949
4	- Other Small Business	\$3,409,708,758
5	- Large Business	\$5,700,526,834
O	Total of Other	\$71,403,531
		<b>\$9,634,820,072</b>

BUS SIZE	BUS-TYPE	TOTAL FY-1-SALES
<b>OTHER (O)</b>		
D	- Foreign Contractor	\$17,850,884
E	- Domestic -OCONUS	\$0
6	- Nonprofit, educational	\$12,490,021
8	- Nonprofit, other	\$41,062,626

FY 06 IT Schedule 70 Sales by Business Type



## IT VENDORS TOP 25 | WHO'S HOT!

RANK	CONTR NAME	TOTAL FY07 SALES
1	DELL MARKETING L.P.	\$917,685,860.00
2	INTERNATIONAL BUSINESS MACHINES	\$262,915,662.00
3	HARRIS CORPORATION	\$216,047,406.00
4	ACCENTURE LLP	\$192,354,488.00
5	COMSTOR, A DIVISION OF WESTCON G	\$171,035,720.00
6	SCIENCE APPLICATIONS INTERNATION	\$166,501,558.00
7	NORTHROP GRUMMAN INFORMATION TEC	\$165,231,585.00
8	BOOZ ALLEN HAMILTON INC	\$155,635,354.00
9	ELECTRONIC DATA SYSTEMS CORPORAT	\$149,258,055.00
10	HEWLETT-PACKARD COMPANY	\$148,178,080.00
11	MYTHICS, INC	\$121,795,831.00
12	COMPUTER SCIENCES CORPORATION	\$112,651,392.00
13	BEARINGPOINT, LLC	\$112,255,210.00
14	SOFTMART GOVERNMENT SERVICES, IN	\$99,819,706.00
15	ORACLE USA, INC	\$99,485,418.00
16	UNISYS CORPORATION	\$95,525,810.00
17	IMMIXTECHNOLOGY, INC	\$93,705,446.00
18	MOTOROLA, INC.	\$93,254,896.00
19	THALES COMMUNICATIONS, INC.	\$92,483,191.00
20	GTSI CORP.	\$91,171,722.00
21	NORTHROP GRUMMAN SPACE & MISSION	\$90,376,834.00
22	CDW GOVERNMENT INC	\$89,040,040.00
23	SYSTEMS RESEARCH AND APPLICATION	\$81,417,865.00
24	L-3 COMMUNICATIONS TITAN CORPORA	\$78,371,591.00
25	GENERAL DYNAMICS INFORMATION TEC	\$77,599,452.00

<b>Total of Sales for Top 25 IT Vendors:</b>	<b>\$3,973,798,172.00</b>
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<b>Total Current IT Sales for FY 07:</b>	<b>\$9,634,820,072.00</b>
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<b>Top 25 Vendors' Percentage of Sales:</b>	<b>41.24%</b>
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## IT VENDORS TOP 25 COOPERATIVE PURCHASING SALES | WHO'S HOT!

RANK	CONTR NAME	TOTAL FY07 SALES
1	CELLCO PARTNERSHIP	\$27,372,498.00
2	HIGH PERFORMANCE TECHNOLOGIES, I	\$12,358,119.00
3	MYTHICS, INC	\$7,740,210.00
4	DLT SOLUTIONS, INC.	\$7,250,464.00
5	AVAYA INC	\$4,807,385.00
6	IMMIXTECHNOLOGY, INC	\$4,344,967.00
7	ARINC ENGINEERING SERVICES, LLC	\$4,329,591.00
8	CDW GOVERNMENT INC	\$4,235,024.00
9	ALLTEL COMMUNICATIONS, INC	\$4,066,711.00
10	CROSS MATCH TECHNOLOGIES, INC	\$4,008,679.00
11	SIRIUS COMPUTER SOLUTIONS, INC	\$2,683,771.00
12	FUJI PHOTO FILM USA INC	\$2,281,814.00
13	SUPPLY CHAIN LOGIC INC	\$2,004,018.00
14	EAST BANC TECHNOLOGIES	\$1,957,864.00
15	E F JOHNSON COMPANY	\$1,858,322.00
16	DOCUMENTUM, INC	\$1,853,202.00
17	SOFTWARE HOUSE INTERNATIONAL, IN	\$1,700,111.00
18	LEARNING TREE INTERNATIONAL, USA	\$1,500,716.00
19	AVANADE INC	\$1,452,000.00
20	NU-VISION TECHNOLOGIES LLC	\$1,381,831.00
21	MITEL NETWORKS INC.	\$1,320,236.00
22	A & T MARKETING INC	\$1,110,000.00
23	OVERLOOK SYSTEMS TECHNOLOGIES IN	\$1,103,631.00
24	GTSI CORP.	\$1,009,512.00
25	ELECTRONIC WARFARE ASSOCIATES IN	\$973,406.00
<b>Total of Sales for Top 25 IT Vendors:</b>		<b>\$104,704,082.00</b>
<b>Total Current IT Cooperative Purchasing Sales for FY 07:</b>		<b>\$149,143,490.00</b>
<b>Top 25 Vendors' Percentage of Sales:</b>		<b>70.20%</b>