



www.sewp.nasa.gov

NASA

SEWPP V

2015-2016 Contract Guide



NEW!

SEWPP V

ON THE
FrontLines
MAGAZINE

digital.onthefrontlines.net



400+ Technology Flavors (and Counting)

immixGroup offers more than 385,000 IT products and services from 400+ IT manufacturers.

And with new selections added all the time, you're certain to find the right technology blend to meet your mission. We've perfected our SEWP recipe for success to ensure with every order you get the same fast, reliable service with guaranteed product authenticity. Check out our complete menu at www.immixGroup.com/SEWPV or call **703-752-0610**.



SEWP V Contracts

Category A, Group A: #NNG15SC16B • Category B, Group D: # NNG15SC39B



immixGroup

An Arrow Company

SEWP V Is Your IT Solutions Contract!

147 Competed Prime Contract Holders

SEWP is a Government-Wide Acquisition Contract (GWAC) consisting of 147 Competed Prime Contract Holders, including 120 small businesses. As an OMB authorized GWAC, the SEWP contracts are used by all Federal Agencies.

Included in the 120 Small Businesses Contract Holders are:

- 28 SDVOSB (Service-Disabled Veteran-Owned Small Businesses)
- 19 HUBZone (Historically Underutilized Business Zones)
- 11 EDWOSB (Economically Disadvantaged Woman Owned Small Businesses).

Firm Fixed Price, Advanced IT

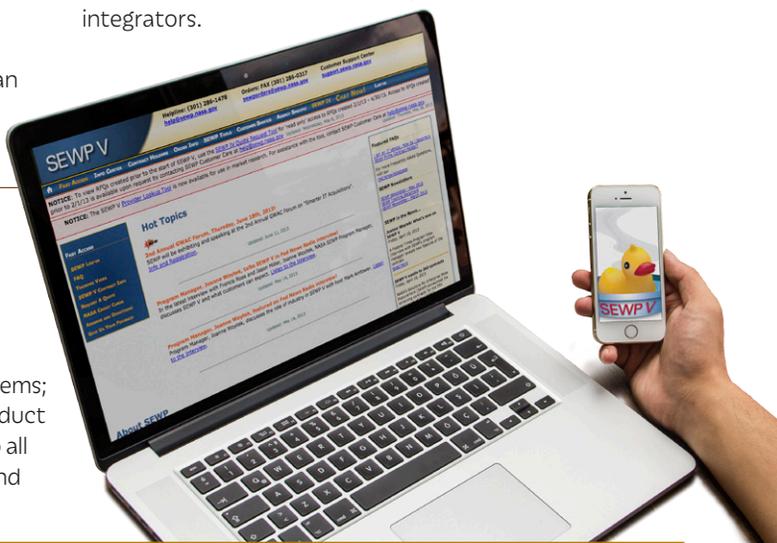
SEWP V contracts are firm fixed price contracts that offer a vast selection and wide variety of advanced IT products and product based services.

These include: desktops and servers; IT peripherals; network equipment; storage systems; security tools; software products; cloud based services; telecommunication; Health IT; video conferencing systems; and other IT and Audio-Visual products along with product based services such as installation and maintenance to all Federal Agencies (including Department of Defense) and their approved support service contractors.

Low 0.39% Surcharge, Best Overall Value

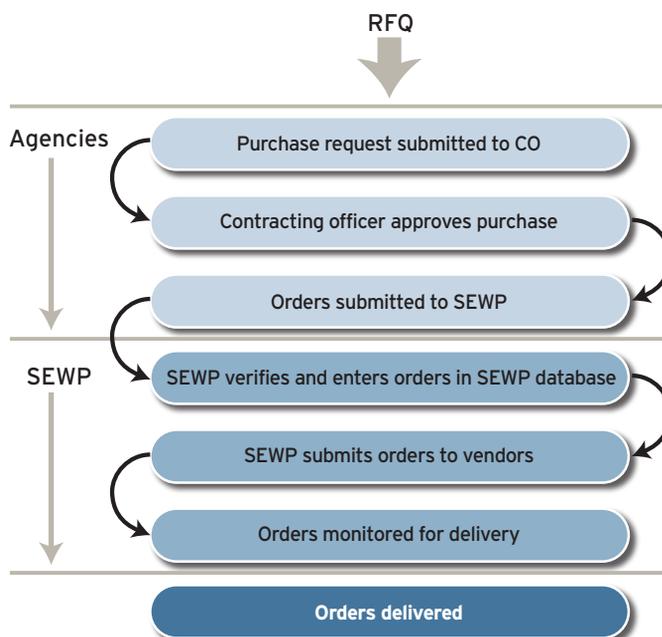
SEWP offers low prices (generally below GSA schedule prices), the lowest surcharge (0.39%) and the easiest and fastest ordering procedure using pre-competted contracts.

Through SEWP, Agencies can find an exact fit for their needs at the best overall value by choosing the right solutions offered directly by leading hardware and software manufacturers and experienced Government integrators.



The SEWP Program Office (PMO) is there to help you every step of the way.

At SEWP, customer service is Job 1! Priority is on one business day turnaround in all facets of the program, including responding to customer issues, questions and order requests.



Pre Order Support

- Review requirements when scope is uncertain
- Assistance on SEWP processes including step-by-step walk through
- Online QRT assistance

Order Processing

- Review, process and forward orders to Contract Holder
- Reconcile and track orders through completion

Post-Order Support

- Process and post order status data
- Assist with problem resolution



SEWP Serves Up Fresh IT



Joanne Woytek
SEWP Program Manager

SEWP V offers a broad range of IT hardware, software, networking, telecommunications and AV products and the services related to those products. User friendly online tool sets make it easy to find and then get the IT you need. We are known for our customer service (1-day turnaround); our great pricing (as well as low 0.39% fee) and our responsiveness.

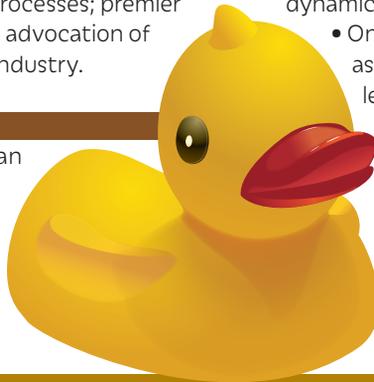
Mission Statement

As an established and agile leader in the Federal Acquisition Community, the SEWP Program Office manages a suite of government-wide IT product solution contracts that provide NASA and all Federal Agencies with timely access to mission critical technologies.

The Program provides best value and cost savings for the Federal Government and American taxpayer through innovative procurement tools and processes; premier customer service and outreach; and advocacy of competition and cooperation with industry.

Vision Statement

SEWP will solidify its reputation as an innovative, customer-focused program as it seamlessly transitions to SEWP V and will be a visible, leading contributor to NASA and the Federal IT Acquisition Community.



SEWP Fast Facts

- OMB authorized GWAC open to all Federal IT buyers
- 147 Competed Prime Contract Holders (all business sizes represented) to buy from
- 3,000 providers (companies that provide in scope products and or services) including HP, Cisco, Apple, NetApp, EMC APC, Microsoft, Oracle etc.
- Over 3,000,000 contract line items (CLINS); the SEWP dynamic catalog is updated daily.
 - Online Quote Request Tools used for RFQs as well as set-aside competition at the Delivery Order level
 - Delivery Orders (DO's) are issued against the contract by your individual agency.
 - \$20 billion ceiling
 - The SEWP PMO delivers the "Gold Standard" of customer service
 - Administered by NASA, SEWP V contracts run from May 1, 2015 through April 30, 2025.

Inside SEWP V

Making The Best Even Better!	6	NEW! QRT Online Tool Updates	36
ExpertViews: SEWP PM Joanne Woytek — Part 1.....	8	About Group C Contract Holders.....	38
Products/Services In Scope	10	Group C Contract Holder Listings.....	42, 44, 46, 48
Buying Is Easy Using SEWP	12	SEWP Solution Central.....	50-57
SEWP Is At Your Service.....	14	<i>Accelera • Affigent • Carolina Advanced Digital • Copper River</i>	
Free Training; Lots of Options	16	<i>Four Inc. • M2 Technologies • Norseman • Optivior</i>	
New Reporting Tools Make Tracking Easier	18	<i>Red River • Seeds of Genius • Swish Data • Tribalco</i>	
5 SEWP Groups To Serve You	20	<i>Unistar Sparco • Walker Technologies</i>	
About Group A Contract Holders	21	SEWP's Sweet 16.....	58
Group A Contract Holder Listings.....	22-23	Agency Specific SEWP — DOD, Interior, USAF, VA, NASA.....	60
SEWP Solution Central.....	23-24	ExpertViews: SEWP PM Joanne Woytek — Part 2.....	62
<i>Carahsoft • DLT • HP • immixGroup</i>		About Group D Contract Holders	64
About Group B Contract Holders.....	26	Group D Contract Holder Listings	66, 68, 70
Group B Contract Holder Listings.....	28, 30, 32	SEWP Solution Central.....	72-74
The CHRMs: Working With Customers & Contract Holders.....	32	<i>GovConnection • Insight • Northern Technologies Group (NTG)</i>	
SEWP Solution Central.....	34-35	<i>Presidio • Softchoice • VT Group</i>	
<i>Cynergy • FedBiz IT • Government Acquisitions, Inc.</i>		SEWP: A Government Success Story	76
<i>Regan Technologies</i>			

PRESIDIO

Practical thinking for a connected world.

ADVANCED FEDERAL IT SOLUTIONS TO
ENABLE INNOVATION, SECURITY & AGILITY.



We think about, architect, implement, and support the practical reality of advanced technologies every day. We are not just trusted partners, we enable new thinking.

For years, that “new thinking” has allowed Presidio’s Federal Team to revolutionize the Federal Government by providing access to an evolving breadth of advanced technologies that are emerging and innovative.

To learn about our Advance IT Solutions visit
<http://www.presidio.com/federalsolutions>



Star Partner



SEWP V: Making The Best Even Better!

SEWP V is full of enhancements designed to make buying easier for you!

New! Scope Additions!

Added to the millions of Information and Communications Technology and AV products and services already in scope are:

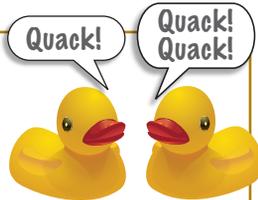
- Health Equipment if IT related
- Sensors
- Monthly Subscription (e.g. phone/data services)
- Cradle to Grave product services
 - Planning, Installing, Maintaining, Removing (Recycle/Destruction)
- Product Based Engineering Services
 - Labor Price reasonableness determined by initiator

More products and services are listed on page 10.

Questions? Concerns?

Please feel free to contact
Customer Service via:

- Chat: www.sewp.nasa.gov
- Email: help@sewp.nasa.gov
- Phone: **301-286-1478**



New

0.39%

Low Fee

The new low SEWP fee is 0.39%, reduced from 0.45%.

Compare that to GSA Schedules' fee of 0.75%. The fee is included in the product pricing; it is no longer a separate line item. The fee will still be listed separately in your order notification email.

For your convenience:

- Purchases can be consolidated to maximize price discounts
- Internal competition results in line item discounts
- Product prices may be negotiated or questioned.

Customer Service

New Reporting Tools Track Buying

Agencies can benefit by using the reports to track pricing, spending, long-term usage trends and set-aside compliance. Reporting covers:

Product Categorization — products on contract are categorized for tracking and reporting

Item-level tracking — tracking of agency level purchase history

Purchase history — customers can request data on program purchases, for example:

- Trends in purchasing (increases in spend, savings)
- Total \$ spent with SEWP
- Total \$ spend and/or quantities by Product Categories
- Set-Aside Breakdown (Total spend and % of spend by set-aside)

- Strategic Sourcing Statistic (Total \$ of SEWP spend applied to SS options)

- Energy Star, EPEAT, TAA Compliance (% statistics)

Increased information being provided during RFQ

- Contract Holder Information
 - Performance concerns
 - Business size designation
- Product Information
 - Government initiatives (e.g. Energy Star, EPEAT, TAA)
 - Agency specific approval (option to provide pre-approved product list)
 - Strategic Sourcing options
 - Supply Chain information

Learn more on page 18.



Contract Holders Increased To 147

Upping dramatically the number of Contract Holders to 147 expands the number of vetted suppliers you can buy from. That means more choices, more quotes and better access to solutions.

The scope of products and services that can be provided is the same for all SEWP Contract Holders.

These 147 Contract Holders are divided into 5 groups based primarily on business size and business model. All business sizes are represented on SEWP. The method of determining which group or groups to use is dependent on your market research and your agency requirements. Set-asides, such as SDVOSB (Service-Disabled Veteran Owned) small businesses can be issued at the RFQ level.

Learn more on page 20.

New Contract Level Updates

- Terminology change from "Manufacturers" to "Providers" — to identify product AND service providers, not only manufacturers
- Open-Z (Open-Market) CLINs no longer allowed - All CLINs must be on contract before quote or purchase
- Small Business Jobs Act included — Gives the ability to select specific set-asides has been added to the SEWP Quote Request Tool (QRT)
- Orders will now have an STN (SEWP Tracking Number). No longer using OSN (Order Sequence Number).

New SEWP Training Options

While onsite, in-person training is recommended, SEWP is expanding training options including training videos, regional training and webinars (look for WebEx Wednesdays).

Learn more on page 16.

SEWP PLOTs to Help CIOs

Learn more about Program Level Outreach on page 60.

New Web Tool Enhancements

QRT Updates

- **Profile Administration** — customers will manage their user profile
- **Would Quote Notices** — customers will receive notices when more information is requested from Contract Holders on an RFQ
- **Quote Verification Tool** — functionality has been added to the Quote Request Tool (QRT)

Verification Files will now include

- Product Description for each CLIN
- EPEAT (Electronic Product Environmental Tool) compliance
- Energy Star compliance
- TAA (Trade Agreements Act) compliance
- Supply Chain Data for each provider

NEW Market Research Tool (MRT)*

The SEWP Market Research Tool (MRT) allows users to simply and quickly perform a search for products and manufacturers available within the SEWP contract.



* Speeds manufacturer and product search



Joanne Woytek

SEWP Program Manager

Joanne Woytek, SEWP Program Manager and CoR is responsible for the management, implementation and operational aspects of the SEWP V Government-Wide Acquisition Contract (GWAC). In her position since 1999,

Ms. Woytek has been the driving force behind SEWP. Her "often happy, never satisfied" motto keeps SEWP moving ever forward. Recently, she spoke with OTFL editor, Jeff Erlichman. What follows has been edited for length and clarity.

OTFL: What NEW did you add to SEWP V?

Ms. Woytek: We added more companies (now 147) and that's good for customers. We realized that if an agency wanted to fulfill complex requirements, we needed more companies. The expectation of the customer is to get good quotes and multiple quotes. We think having added capacity as a really positive thing for our customers.

We also added more scope, more functionality and more capabilities to work with our customers and Contract Holders. For example we added more Health IT to the mix because VA, DOD and medical customers told us they wanted that. Also we added sensors and data input devices because those devices have become an integral part of the IT function.

We have added more product related services. An example is network installation services for a particular type of networking product; or email services tied to a particular product. The key thing is the service is tied to a product. We don't do generic labor operations services or software development services, but we do offer more services than we did in the past.

The final piece was to add monthly services to the mix. Not only cell phones and data plans, but lots of other services especially with the cloud. We made sure that was in our scope.

OTFL: How do SEWP's new reporting and tracking tools aid buyers?

Ms. Woytek: One of the major innovations with SEWP V has been the addition of product classifications and greater tracking at that level. We spent lots of time researching methodology; we have a third party company who provides us with a classification part number; that now allows customers to ask "how many laptops did I order"? Or an agency to ask how many servers have been bought?

We have a 1 business day turnaround; but recently we had one CSR say to a customer she was sorry it took an hour to respond.

We also track government requirements that cause agencies problems trying to track them all, such as Energy Star compliant products; or if the product is Trade Agreement Act compliant. All of these types of information we will be providing at the contract line item level.

So when a customer gets a quote they can tell how they are meeting those requirements; they can tell the type of product it is and we can report back to the agency how those products match up with requirements.

OTFL: How is SEWP encouraging competition at the Delivery Order level?

Ms. Woytek: Competition in the world of multi-award contracts is with a "small letter c"; not required by the FAR, but always a good thing. We encourage it; we want competition on all orders; in addition to the requirement that Fair Opportunity be provided to one or more groups of Contract Holders.

We feel that having a greater number of Contract Holders means that competition will grow, assuring customers of having an easy-to-use contract that allows for really good DO competition; one that gets good pricing and allows for negotiation and gives the customers more control.

OTFL: What is your Customer Service 1-business day commitment?

Ms. Woytek: When it comes to customer service, we have a one business day turnaround. At first that was a goal; now it is the outer limits of what we allow ourselves. We pride ourselves — our entire staff prides themselves in actually trying to get that down to an hour or less, often times minutes.

Recently we had one CSR say she was sorry to a customer that it took an hour to respond. That's what is great about our staff; everything is important, every email and order is important. We want to get it to the

Turn to page 62 for Part 2 of Ms. Woytek's interview.



Your SEWP V Resource

Red River has 20 years of federal contracting experience and our seasoned SEWP program management team stands ready to help you get the most from SEWP V. Among the top five SEWP IV providers of IT hardware and services, Red River now offers an array of innovative products and best-in-class services under SEWP V. We maintain the highest levels of partnership and certifications with key OEMs and provide superior customer service to ensure SEWP V success.

Our SEWP V Contracts include:

- #NNG15SC85B (Group C-Small Business) • #NNG15SC468 (Group D)

Visit www.redriver.com/contracts/nasa-sewp-v to learn more about Red River, our SEWP V contract vehicles and capabilities.

Products/Services In Scope

The question is not whether an IT product is on SEWP; the question is what do you want to buy?

SEWP is an IT product solutions contract.

But, unlike the traditional catalog-based contract where requests for products are based on what is available in a catalog, SEWP is a request-based contract where the catalog is built on customer requests.

Therefore, there is no catalog to search. As long as your requirements are within the scope of SEWP, you can send out a Request for Quote (RFQ) or a Request

for Information (RFI) for the IT products/services you are looking to obtain.

The Contract Holders will add the items to the contract based on your request and send you back a quote. You can then order the items based on the quote.

If you are uncertain about the scope, send your requirements to help@sewp.nasa.gov for review.

Products/Services In Scope

Computer Hardware

- Tablets, Laptops, Embedded Systems
- Desktops, Servers, Supercomputers
- Peripherals and Accessories: Monitors, Keyboards, Cables, etc.
- Computer Carts, Racks and Enclosures
- Computer Cards / Boards

Software, Cloud and Virtualization

- Software — commercial software packages of any variety
- Cloud Computing
- Virtualization
- Virtual Storage
- XaaS (e.g. SaaS=Storage as a Service)

Networking and Communications

- Network Appliances: Routers, Modems
- Telecommunication Devices and Monthly Service
- Network Appliances
- Network Connectivity: Routers, Modems, etc.
- Telecommunication Devices
- Wireless Networking
- Cables and Accessories

Supporting Technology

- Scanners, Printers, Copiers, Shredders
- Associated Supplies and Accessories
- Sensors
- Health IT

Security Hardware

- Control and Authentication Devices
- Forensic Systems
- Computer Anti-Theft Hardware
- Security Appliances
- Surveillance Systems

Supporting Hardware

- Scanners, Barcodes, RFID Devices
- Cooling Systems
- Digital Devices; e.g. Calculators
- GPS
- Remote Management
- Printers, Copiers, Fax Machines, Shredders
- Associated Supplies

Specialized Hardware

- Notification Systems associated with Computer Facility
- Asset Management Systems
- Computer Room Monitoring

Storage Hardware

- Backup and Recovery
- DVD, CD, Tape and Digital Systems and Supplies
- Disk Systems
- Network Based Storage
- Storage Accessories

AV/Conferencing

- AV Equipment and Accessories
- TVs, Display Monitors, Projectors and Screens
- Cameras, Consoles, etc.
- Accessories including privacy screens and camera accessories
- Video and Tele-conferencing
- Speakers, Microphones, Theater and Music Systems, Lighting
- Visualization Systems

Services

- Maintenance / Warranty
- Site Planning / Installation
- Product Based Training
- Product Based Engineering Services

NEW!

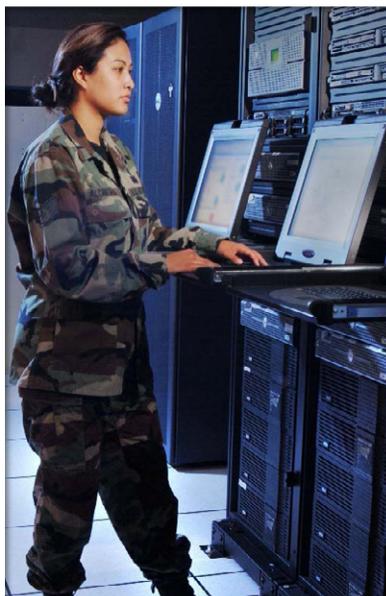
New Scope Additions

- Health Equipment if IT related
- Sensors
- Monthly Subscription (e.g. phone/ data services)

- Cradle to Grave product services
- Planning, Installing, Maintaining, Removing (Recycle/ Destruction)
- Product Based Engineering Services
- Labor Price reasonableness determined by initiator



Tribalco's acquisition expertise and experience, coupled with the proven track record of SEWP, makes a perfect combination for getting the IT gear and solutions your Agency requires. Tribalco has successfully performed on more than 500 IT, engineering, and telecom-related prime contracts for all branches of the armed services, multiple federal civilian agencies, and a variety of state, local, and international government customers. Focusing on information, secure communication, and security technologies, Tribalco delivers unrivaled expertise, ingenuity, and reliability across a wide range of capabilities including inside/outside plant; cloud computing; DR/COOP solutions; virtualization; network engineering; IT systems acquisition and design.



- Full spectrum IT acquisition expertise
- Turn-key Enterprise Networks
- Wired and Wireless Communications products and solutions
- Physical and Electronic Security products and solutions

www.tribalco.com
(301) 652-8450

Tribalco, LLC
4915 St. Elmo Ave. Suite 501
Bethesda, MD 20814



Buying Is Easy Using SEWP

From market research to getting your product delivered, the SEWP team is with you every step of the way.

The scope of products and services that can be provided is the same for all SEWP Contract Holders.

All business sizes are represented on SEWP. Set-asides, such as economically-disadvantaged woman-owned or HUBZone small businesses, can be issued at the RFQ level.

The SEWP website provides the only SEWP recommended tools for product and provider searches and for Request for Information/Request for Quotes (RFI/RFQ) — the Quote Request Tool (QRT).

Use of the SEWP Quote Request Tool method for obtaining quotes automatically incorporates price reasonableness, scope and availability determination, Fair Opportunity compliance, Program level tracking and support, and display and flagging of issues at the contract, manufacturer and line item level, among other factors.

Buying Basics

A SEWP order is a delivery order (DO) against an existing contract. The SEWP contracts are commercial based. Additional clauses and mutually agreed upon terms and conditions (T's and C's) can be negotiated at the DO level, making agency specific policies easy to apply.

All orders must be sent by the government agency to the SEWP Program Office. Once received, the content is verified and forwarded it to the contract holder for fulfillment.

Basic SEWP contracts can be downloaded from the SEWP website at www.sewp.nasa.gov. This includes a table of incorporated clauses included within each contract.

Orders may be submitted via email, fax, or uploaded through the QRT tool.





YOUR IT INFRASTRUCTURE SHOULD SUPPORT YOUR MISSION- NOT GET IN THE WAY.

Copper River IT knows that you can't waste time worrying if your IT infrastructure can support your agency's mission. This is why we support our Federal client's with today's most innovative Cyber Security, Enterprise & Cloud Architecture, and Unified

Communications solutions that are custom designed to meet the unique requirements of your agency. Extensive product portfolios at cost-effective pricing; highly certified solutions architects for design, deployment, and continuous support.

Copper River IT is THE Solutions Provider for today's most critical technology requirements.



At Your Service

The SEWP Customer Service Center has you covered 24/7/365.

SEWP strives for one business day turnaround in all facets of the program



SEWP prides itself on customer service, striving for one business day turnaround in all facets of the program, including responding to customer issues, questions and order requests.

SEWP provides support throughout the lifecycle of an order to ensure customer satisfaction with the items received. Support is provided by the SEWP Customer Care staff; and includes pre-order usage of online tools, questions regarding quotes and orders and post-order tracking.

After an order has been sent to the Contract Holder, SEWP continues to track the order through fulfillment. Should there ever be an issue related to an order, the SEWP PMO assists with problem resolution.

Customers also have access to SEWP's Customer Support Center — our 24/7 self-service portal where you can find answers to FAQs, submit a support ticket, as well as download forms and documents.

Attention Procurement Personnel! SEWP Resources Tailored To Your Needs!

Contracting Officers, Contract Specialists, and other procurement personnel want a view of the SEWP website tailored to their specific interests and requirements.

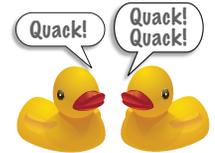
Under the Info Center tab you'll find a link to Procurement Resources that include the SEWP Contracts, information on ordering procedures, contact information for our Contract Holders, and other SEWP Tools including:

- Authorizing Government Contractors
- SEWP Contracts, Statements of Work, 1449s, etc.
- Ordering Information
- Fair Opportunity and SEWP Multi-Award Contracts
- Contract Holder Contact Information
- Authorized Sales Agents
- SEWP Tools
- The SEWP Program Office SEWP Procurement Information.

At Your Service: The SEWP Customer Support Center

Live Chat

Customers can communicate with the SEWP Program Office LIVE via instant messaging during business hours 7:30am – 6pm ET.



Frequently Asked Questions (FAQs)

80% of current helpline questions are answered in FAQ's. Browse or search SEWP FAQs for a wide variety of solutions. Customers can access ticket history from the SEWP Customer Service Support portal at <https://support.sewp.nasa.gov> as well as a glossary of SEWP definitions and FAQs are available on the SEWP website.

Submit a Ticket

If you submit a help ticket to SEWP Customer Service Representatives or when you send your inquiries to the Help Line, the information is used to create service tickets in the Support Center.



You can then track the status of your ticket in My SEWP Support, which tracks communications with customers. When an email is sent to the Help Line, an automatic e-mail reply automatically acknowledges receipt and provides a tracking number.

Customers can access ticket history from the SEWP Customer Service Support portal at <https://support.sewp.nasa.gov>.

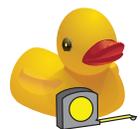


Forms and Documents

Browse the SEWP library of forms and documents and download the training video.

Scope and Statement of Work (SOW) Review

Have concerns about an SOW and/or scope of requirements? Get the answer by submitting information to help@sewp.nasa.gov for review and advice.



Quotes

- If the number of quotes you received is less than expected, SEWP can assist in researching the cause and resolution: Contact help@sewp.nasa.gov.
- If quoted price is higher than expected or otherwise questionable, contact help@sewp.nasa.gov and SEWP will research and provide recommendations.



Get it done.

More data to handle...

And greater demands for fast, seamless and secure access to that data...from stakeholders across the country and around the globe.

The budget is tight, but slow access isn't an option. You're in a bind.

Is upgrading even feasible?

Yes! Affigent has helped hundreds of customers discover solutions that meet both expanding demands and budgetary constraints... and in some of the most challenging environments in the world.

We can help you get it done too. Contact us today to learn how.

- ✓ Hundreds of satisfied customers across the federal government.
- ✓ SMEs in Big Data, Cyber Security, Systems Engineering, and Business Processes.
- ✓ Dedicated rapid response teams ready to assist you through the SEWP ordering process.
- ✓ ISO 9001:2008 certified Quality Management System.

SEWP Contract #s: **NNG15SC59B**
Contract Holder Group C
Small Business Set-Aside
NNG15SC24B
Contract Holder Group D
Full and Open Competition

Affigent

Taking the complexity out of IT solutions.

www.affigent.com

Call us at 1.866.977.8524

A Small Business, Small Disadvantaged Business,
and Alaska Native Corporation



Free Training; Lots of Options

While in-person training is recommended, SEWP provides a variety of convenient alternatives.

In Person

Onsite, In-Agency Training

SEWP will come to your office and provide training to your group. Training is FREE to attend and provides 2 CLPs.

SEWP is happy to shape content delivery to accommodate the needs of the attendees; for example, acquisition users vs. technical users, .

Sessions are approximately 2 hours and typically include the following topics:

- General overview of the SEWP contracts
- Review of products and services in scope for the SEWP contracts
- Customer service and the order process
- Contract groups & fair opportunity
- Using SEWP online tools
- Best practices.

Online via WebEx

"WebEx Wednesday" Overview Sessions

WebEx Wednesday Overview sessions are offered monthly. Sessions are FREE and provide 1 CLP. These 1 hour sessions give a general overview of how to best use the SEWP tools.



Dates and registration links are located on the SEWP Events page or visit <http://www.sewp.nasa.gov/events.shtml>.

Events

City-wide and Regional Training

City-wide and Regional Training sessions are conducted across the country as stand-alone events or as part of larger events SEWP is participating in.



These training events are typically 1.5 – 2 hours and provide 2 CLPs.

Dates, events and registration information for these events are located on the SEWP Events page at <http://www.sewp.nasa.gov/events.shtml>.

NEW!

SEWP V Training Video



This new 20 minute SEWP V video reflects all the exciting changes to the program and tools!

To view and download the video, visit the SEWP



website at <http://events.sewp.nasa.gov/multimedia/index.shtml> or scan the QR code.

NEW DoD training requirements*

- Video training will be required when customer orders exceed \$25K
- Onsite training will be required when customer orders exceed \$5M

*Only needs to be fulfilled once

Mandatory Training For DoD Customers

The Department of Defense (DoD) signed a Memorandum of Agreement with NASA regarding use of the SEWP contract.

The MOA establishes a framework for the relationship to support the mission of both agencies and to improve efficiencies and leverage resources and capabilities. In particular the MOA establishes procedures for the use of the SEWP contract by DoD.

Request Free Training!

Requests for free on-site or WebEx training may be made either via email help@sewp.nasa.gov or by contacting the SEWP Helpline at 301-286-1478.



DLT & SEWP

It All Stacks Up in Your Favor

Looking for an easy, service-driven way to buy the technology and services that your agency needs?

DLT has been awarded not one but two SEWP V, IDIQ/fixed-firm price contracts. Now agencies and their supporting contractors have an easier way to procure a wide variety of technology solutions and services – backed by the operational excellence and fast, flexible and responsive service you expect from DLT.

So what are you waiting for?

Visit dlt.com/SEWPV to learn more about how SEWP V can change the way you procure federal IT.



For more than 20 years DLT Solutions has been dedicated to solving public sector IT challenges. Guided by our relentless focus on these challenges, we have grown to be one of the nation's top providers of world-class IT Solutions.

DLT SOLUTIONS



Providing IT Solutions for the Government's Toughest Challenges

The NASA SEWP V GWAC (Government-Wide Acquisition Contract) provides the latest in Information Technology (IT) products and product-based services for all Federal Agencies. SEWP provides the best value and cost savings through innovative procurement tools and processes; premier customer service and outreach; and advocacy of competition and cooperation within the industry.



CYBERSECURITY



CITIZEN ENGAGEMENT



BIG DATA



VIRTUALIZATION



CLOUD COMPUTING



MOBILITY



INTELLIGENCE



GEOSPATIAL



OPEN SOURCE



EDUCATION



HEALTHCARE



LAW ENFORCEMENT

Carahsoft is proud to team with our reseller partners to offer hundreds of best-of-breed technology solutions through the many contracts in the SEWP V program.

Contract Number, Category A, Group A: NNG15SC03B

Contract Number, Category B, Group D: NNG15SC27B

Contract Term: May 1, 2015 - April 30, 2020

carahsoft

sewp@carahsoft.com -or- 844-850-SEWP
Or visit us online: www.carahsoft.com/sewp



5 Contract Holder Groups Serve You

The scope of products and services that can be provided is the same for all groups.

SEWP V is composed of 201 Indefinite Delivery Indefinite Quantity (IDIQ) contracts to 147 prime Contract Holders, both manufacturers and resellers of IT equipment. The contracts were awarded in 5 contract Groups — 2 full and open and 3 set-aside competitions — based primarily on business size and business model.

All business sizes are represented on SEWP. Set-asides, such as economically-disadvantaged woman-owned small businesses (EDWOSB) can be issued at the RFQ level.

Group A has a manufacturer NAICS code of 334111. The other groups have a Value-Added Reseller (VAR) NAICS code of 541519.

Solicitations to Contract Holders in Group A, which has a different NAICS Code, cannot be made in combination with Contract Holders in other Groups.

The method of determining which group or groups to use is dependent on your market research and your agency requirements. *In regards to competition and*

147 Prime Contract Holders

All business sizes are represented on SEWP. Set-asides, such as HUBZone small businesses, can be issued at the RFQ level.

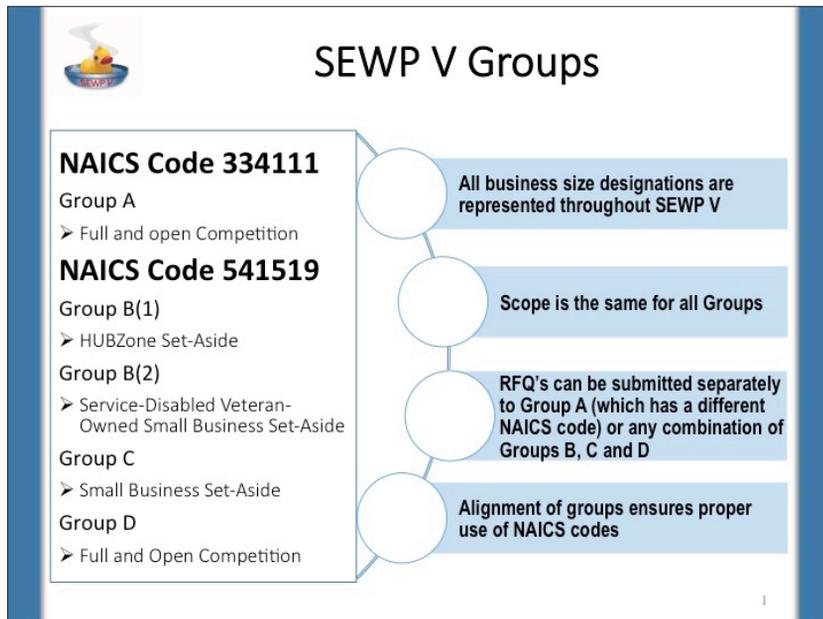
selection of SEWP Groups, selecting multiple groups provides the best opportunity of acquiring responses and competitive pricing. However, pre-defined selection criteria, such as a HUBZone small business set-aside, is an acceptable practice using the SEWP contracts.

Fair Opportunity When Using SEWP Contracts

Since all awards were multi-award contracts, Fair Opportunity (refer to FAR 16.505(b)) must be given to all contractors in one or more Groups or set-asides.

The SEWP website provides the only SEWP recommended tools for product and provider searches searches and for Request for Information/Request for Quotes (RFI/RFQ) (Quote Request Tool).

These tools are available to assist customers with buying decisions and as one means to provide documentation for any needed selection criteria.



Fair Opportunity to all Contract Holders within one or more SEWP Groups or set-asides is required. There is no requirement to obtain 3 quotes as long as all Contract Holders within a Group were provided opportunity to provide a quote.

The SEWP website provides the only SEWP recommended tools for conducting product and provider searches and for Request for Information/Request for Quotes (RFI/RFQ) Quote Request Tool.

NAICS 334111

NASA SEWP V

Group A

Manufacturers

- Full and Open Competition Scope is the same for ALL Groups

RFQs

- Submitted separately to Group A (which has a different NAICS code)
- Or submitted to any combination of B, C, and D.



ExpertViews You Can Use

Thanks to these sponsors for making the SEWP Contract Guide possible.

On the following pages, these IT experts offer their best advice on:

- What questions to ask when buying IT
- How to speed up the buying process

- How the customer service provided by the SEWP PMO benefits them
- What world-class IT solutions that are available to you through SEWP.

Group A Profiles

carahsoft.

Carahsoft
Phone: (844) 850-SEWP
Web: www.carahsoft.com/buy/sewp
page 24

DLT SOLUTIONS™

DLT Solutions
Phone: 703-773-9215
Web: www.dlt.com
page 24



HP
Phone: 301-332-2634

page 25

immixGroup

immixGroup
Phone: 703-663-1147; 703-752-0610
Web: www.immixGroup.com/SEWPV
page 25

SEWP V Contract Holders

As of July 1, 2015. Visit www.sewp.nasa.gov for updates.

- Small Business Sizes**
- **SB** = Small Business
 - **SDVOSB** = Service-Disabled Veteran-Owned Small Businesses
 - **HUBZone** = Historically Underutilized Business Zones
 - **EDWOSB** = Economically Disadvantaged Woman Owned Small Businesses
 - **VOSB** = Veteran-Owned Small Business

CONTRACT HOLDER	CONTACT	PHONE	WEBSITE	BUSINESS SIZE
ABBA Technologies NNG15SC00B	Melissa Beery beery@abbatech.com	505-259-7260 505-889-3337	www.abbatech.com	SB
ACE Computers NNG15SC01B	Marc Fertik mfertik@acecomputers.com	732-390-3348	www.acecomputers.com/SEWPVA.asp	SB
Alliance Technology NNG15SC02B	Mark Cuthie mark.cuthie@alliance-it.com	410-533-3166	www.alliance-it.com	SB
Better Direct NNG15SD45B	Mark Evans mevans@bdsewp.com	480-921-3858	www.betterdirect.com	HUBZone, VOSB, SDVOSB, SB
Carahsoft Technology NNG15SC03B	John Lee john.lee@carahsoft.com	703-871-8646	www.carahsoft.com/buy/sewp	SB (Group A Only)
CDW-G NNG15SC04B	Carroll Genovese carrgen@cdw.com	703-621-8227	www.cdwg.com	Other Than Small
CounterTrade Products NNG15SC05B	Angela Dumm adumm@countertrade.com	303-424-9710	www.countertradeproducts.com	SB
Dell NNG15SC06B	Derryan Ma Gill derryan_magill@dell.com	512-723-4075	www.dell.com	Other Than Small
DLT NNG15SC07B	Juvy Zapanta juvy.zapanta@dlt.com	703-773-9215	www.dlt.com	SB (Group A Only)
DRS NNG15SC08B	Kirby Mills kirby.mills@drs.com	321-482-6341	www.drs.com	Other Than Small
DSS NNG15SD46B	Amanda Hernandez amanda@directsys.com	858-863-5542 858-547-8300	www.directsys.com	SB
Dynamic Systems NNG15SC09B	Lisa Jensen Lisa.Jensen@DynamicSystemsInc.com	310-337-4400 x222	www.DynamicSystemsInc.com	SB
Emergent NNG15SC10B	James Flint jflint@emergent360.com	703-635-2616	www.emergent360.com	SB (Group A Only)
En Pointe Gov. NNG15SD47B	Marianne Meagher mmeagher@moderngovit.com	571-327-6807	www.moderngovit.com	SB
Force 3 NNG15SC11B	Cheryl Hill chill@force3.com	410-774-7238	www.force3.com/	SB (Group A Only)
CDIT NNG15SC12B	Kevin Rigotti kevin.rigotti@gdit.com	757-389-4879	www.gdit.com	Other Than Small
GTRI NNG15SC13B	Torie Monzon torie@gtri.com	720-836-7436 720-854-8191	www.gtri.com	SB (Group A Only)
HP NNG15SC14B	W. Gayle Ward gayle.ward@hp.com	410-798-4030		Other Than Small

- Small Business Sizes**
- **SB** = Small Business
 - **SDVOSB** = Service-Disabled Veteran-Owned Small Businesses
 - **HUBZone** = Historically Underutilized Business Zones
 - **EDWOSB** = Economically Disadvantaged Woman Owned Small Businesses
 - **VOSB** = Veteran-Owned Small Business

SEWP V Contract Holders

CONTRACT HOLDER	CONTACT	PHONE	WEBSITE	BUSINESS SIZE
IBM NNG15SC15B	Phil Waclawik waclawik@us.ibm.com	720-395-6982	www.ibm.com	Other Than Small
immixGroup NNG15SC16B	Jenni Taylor Jenni_Taylor@immixGroup.com	703-677-9804 703-752-0610	www.immixGroup.com/ SEWPV	Other Than Small
Intelligent Decisions NNG15SD48B	Allison McIntosh amcintosh@intelligent.net	703-554-1665	www.intelligent.net	SB (Group A Only)
JUNOVenture NNG15SD49B	Pat Healey Phealey@junoventure.com	410-610-2226	www.junoventure.com	SB, (Group A Only)
KOI Computers NNG15SD50B	Catherine Ho catherineho1@koicomputer.com	630-627-9638	www.koicomputer.com/	SB, EDWOSB
Merlin NNG15SC17B	Linda Andrews landrews@merlin-intl.com	303-339-2034	www.merlin-intl.com	VOSB, SB
NCS NNG15SD51B	Rick Goodman rgoodman@ncst.com	703-743-8638	www.ncst.com	SB
PCMG NNG15SC18B	Melissa Turner melissa.turner@pcmg.com	703-594-8122	www.pcmg.com	Other Than Small
PSI Technology NNG15SD52B	Irene Griffith ireneg@petrosys.com	713-355-2202 ext 19	www.petrosys.com	SB
SEWP Solutions NNG15SC19B	Steven Johnson steven.johnson@sewpsolutions.com	703-460-2057	www.sewpsolutions.com	SB
SGI NNG15SD54B	Howard Itow itow@sgi.com	916-435-9200 916-435-9200	www.sgi.com	Other Than Small
SHI International NNG15SD53B	Keith Walker SEWP@shi.com	888-744-4084	www.shi.com	Other Than Small
Sterling Computers NNG15SC20B	Patricia Jacobson patricia.jacobson@sterlingcomputers.com	877-242-4074	www.sterlingcomputers.com	SB
Transource NNG15SD55B	Marlo Gouin mgouin@transource.com	800-486-3715	www.transource.com	SB
Unicom NNG15SD56B	Maggie Dooley maggie.dooley@unicomgov.com	703-502-2937	www.unicomgov.com	Other Than Small
Unisys NNG15SC21B	Judy Harvell Judy.Harvell@Unisys.com	703-439-3666 800-398-8090	www.unisys.com	Other Than Small
WWT NNG15SC22B	Sean ORourke sean.orourke@wwt.com	314-919-1652	www.wwt.com	Other Than Small
Zones NNG15SD57B	Gene Pelliccia Gene.Pelliccia@zones.com	253-205-3356	www.zones.com	Other Than Small

John Lee

Vice President and SEWP V Program Manager

Phone: (844) 850-SEWP

Email: john.lee@carahsoft.com

Web: www.carahsoft.com/SEWP

carahsoft.

On questions to ask & speeding the buying process...

Mr. Lee: We encourage IT buyers to get to know their supplier well.

Questions to answer include: Are they focused on the government and experts on the solutions you need? Do they have deep experience in the technologies they sell and in government procurement? Are they reliable, growing and financially strong? Are they responsive? Have they developed bullet-proof best practices around quoting and order management? Are they able to anticipate your needs?

These are key elements to a fast, flawless procurement experience, and more importantly, to the development of longer-term, strategic relationships.

On how SEWP makes buying products and services easier...

Mr. Lee: The SEWP PMO and Carahsoft share the commitment of providing government customers with great service.

The SEWP PMO assures that Contract Holders maintain a high standard of performance through constant reviews, and it makes the buying process easier for customers and Contract Holders by quickly processing tech refreshes.

With SEWP V, we're able to get new products on the contract in just a few hours, providing our customers with virtually immediate access to the technologies they need.

Best-of-Breed Technology, Flawless Execution

Carahsoft is the trusted Government IT solutions provider.

Founded in 2004, the company's dedicated Solutions Divisions proactively market, sell and deliver VMware, Symantec, EMC, Adobe, F5 Networks, Open Source, HP, SAP, and Innovative and Intelligence products and services; along with complementary solutions from additional manufacturers whose products are also now available via Carahsoft's SEWP V contract.

As the master government aggregator for many of these best-of-breed technology vendors, Carahsoft supports an extensive ecosystem of software manufacturers, value-added resellers, system integrators, and consulting partners committed to helping government agencies select and implement the best solution at the best possible value.

This vibrant partner network includes small businesses representing every major SBA classification, set aside category, state and commonwealth; and now with the addition of SEWP V, Carahsoft offers even more choice and convenience when it comes to procurement vehicles.

To ensure the same responsive service and flawless quote/order execution that Carahsoft's government customers and partners have come to rely on, Carahsoft has added a dedicated SEWP PMO team that offers 30-minute (or less) quote turn-around and same-day order processing.

Learn more at: www.carahsoft.com/buy/sewp.



Juvy Zapanta

SEWP V Program Manager

Phone: 703-773-9215

Email: juvy.zapanta@dlt.com

Web: www.dlt.com

DLT SOLUTIONS®

On questions to ask & speeding the buying process...

Ms. Zapanta: Buyers should collaborate and work with their CIOs and Executive Management to: ensure that the requirements and regulations are properly being referenced in the RFIs, RFQs, and RFPs; share common acquisition practices; and simplify buying and raise awareness.

Buyers can speed up the purchasing process if they understand the different acquisition platforms available for them to use.

For example, GWACs like SEWP can help buyers with tracking and reporting of their buying habits, assist with their acquisition, and provide ease of use, agility, and innovation.

On how SEWP makes buying products and services easier...

Ms. Zapanta: SEWP V contracts streamline the process of providing federal agencies with leading IT products and related services. Through this contract, we are able to offer federal IT customers the mission-critical solutions they need at the most affordable prices.

Dedicated To Solving Public IT Sector Challenges

For more than 20 years, **DLT Solutions** has been dedicated to solving public sector IT challenges. Guided by our relentless focus, we have grown to be one of the nation's top providers of world-class IT solutions for federal, state, and local government customers.

Leveraging our strategic partnerships with top IT companies, we develop best-fit solutions for our customers. Our sales, integration, and support experts have the certifications and experience in helping customers at any level of any agency. We have both deep subject matter expertise and in-depth knowledge of government-mandated requirements and initiatives in areas such as a cloud computing, cybersecurity, and consolidation.

Through its many government contracts, DLT fulfills its mission to be a value-added reseller of only the best software and hardware products and services, as well as a premier provider of technical support.

As the government and IT landscape evolves, DLT Solutions will continue to adapt and provide emerging technology solutions to our customers.

Learn more at: www.dlt.com.



W. Gayle Ward
SEWP V Program Manager

Phone: 301-332-2634
Email: gayle.ward@hp.com
Web: www.hp.com/go/sewp



On questions to ask & speeding the buying process...

Ms. Ward: IT acquisition should be firmly based upon functional requirements.

The key is to define the business outcome and work from that point to define the hardware, services, and software to purchase. Functional requirements to ask vendors about include:

- How well does the component perform within the service being provided?
- Has the component passed the STIG process or is it already included in an agency's ATO?
- Is the component built on open standards?

On how SEWP makes buying products and services easier...

Ms. Ward: The NASA SEWP contract provides customers with online tools for submitting RFQ or RFI requests while meeting most if not all of contracting officers' Fair Opportunity requirements. The online tool will automatically provide the Fair Opportunity groupings when selecting Contract Holders.

The program office customer service provides premier support and on-site training to both the federal agency and industry. The SEWP contract is highly automated with the ability to provide agency-level purchasing history, product classifications, and specific agency pre-approved product lists while still adhering to all federal government initiatives.

Further, this contract provides access to the best technology at a low surcharge fee of 0.39%.

Jenni Taylor
SEWP V Program Manager

Phone: 703.677.9804; 703.752.0610
Email: Jenni_Taylor@immixGroup.com
Web: www.immixGroup.com/SEWPV



On questions to ask & speeding the buying process...

Ms. Taylor: SEWP makes the buying process easier and faster by making it unambiguous and automated. It's easy to sign up and get your user login.

Next, take the online training and update your profile. Then start researching the items you may require in the coming months. Save your results in the system.

You'll be ready for when it's time to send a well-documented purchase request to a contracting officer with a link to the steps on how to post an RFQ in the SEWP Bowl to solicit contractor quotes. Instead of procurement involving weeks or months of uncertainty, you'll see the results of this transparent process in days.

On how SEWP makes buying products and services easier...

Ms. Taylor: Most agencies want to see the person with the need do market research before initiating a purchase request. The SEWP RFI and Market Research tools are an easy way to shop around, get budget quotes, and get to know what seems best, so that the contracting officer has the information to justify and conduct the Fair Opportunity competition quickly while following applicable Federal Acquisition Regulations.

The quote is always based on the current catalog. Quoting and ordering can happen in days. No more wondering about what procurement is doing.

Your One Stop for Rock-Solid Technology

Today, government faces ever-increasing operational and mission-critical demands in an environment of limited budgets.

As the world's largest technology company, **HP** provides the broadest portfolio of market-leading products, technologies, software, solutions, and services for federal customers looking to get the most out of their IT investments.

HP's offerings span:

- Personal computing
- Imaging/printing-related products and services
- Enterprise infrastructure including: enterprise server and storage technology; networking products and solutions; technology support and maintenance
- Multi-vendor customer services including: Technology consulting; Outsourcing; Support services
- IT management software
- Application testing and delivery software
- Information management solutions
- Big data analytics
- Security intelligence
- Risk management solutions.



Learn more at: www.hp.com/go/sewp.



The Broadest Range of Technology Products

immixGroup brings the broadest range of technology products possible to our SEWP contract.

To date, we have added over 385,000 items to our contract and average 21 tech refreshes per month. In addition to computing, networking, storage, and other hardware infrastructure, we have a unique portfolio of enterprise software offerings spanning enterprise applications, cybersecurity, data management, and more.

Many of our government customers use immixGroup as a conduit to access emerging technologies from companies that are in the early stages of building a public sector presence. As an example, one company we represent offers virtualized weaponry simulation and training solutions that improve warfighter combat readiness at lower costs. There is no limit to the innovative capabilities that can be acquired through SEWP.

We've built a proprietary quality management system based on a set of core ISO-registered business processes that span the IT product acquisition lifecycle. This provides an ideal framework to ensure consistency in serving our government customers, while incorporating feedback and lessons learned into our continuous improvement methodology.



Learn more at: www.immixGroup.com/SEWPV.



NASA SEWP V

Group B

VARs (Value Added Resellers)

- Group B1: Service Disabled Veteran-Owned (SDVOB) Small Business Set-Aside
 - Group B2: HUBZone Small Business Set-Aside
- Scope is the same for ALL Groups

RFQs

- Submitted separately to Group A (which has a different NAICS code)
- Or submitted to any combination of B, C, and D.



ExpertViews You Can Use

Thanks to these sponsors for making the SEWP Contract Guide possible.

On the following pages, these IT experts offer their best advice on:

- What questions to ask when buying IT
- How to speed up the buying process

- How the customer service provided by the SEWP PMO benefits them
- What world-class IT solutions that are available to you through SEWP.

GroupB Profiles



Cynergy
Cynergy Professional Systems, LLC
Phone: 949.874.7952
Web: www.cynergy.pro
page 34



FedBiz IT Solutions
Phone: 703-343-6123
Web: www.fedbizit.com
page 34



Government Acquisitions, Inc.
Phone: 813-344-7562
Web: www.gov-acq.com
page 35



Regan Technologies
Phone: 203-284-4150
Web: www.regantech.com
page 35

When it Comes to IT Infrastructure, Seconds Matter.

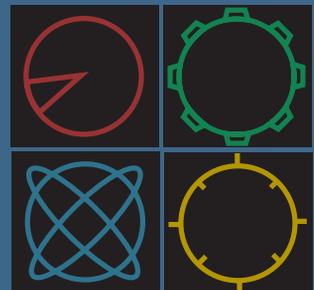
The data center is the heartbeat of every institution, agency and office. Keeping that heartbeat healthy and stable is critical. Regan Technologies has been providing IT solutions for nearly 20 years. Our clients trust us to keep their data centers running at optimal health with simplified and cost efficient solutions.

- » CLOUD COMPUTING
- » VIRTUALIZATION AND CONSOLIDATION
- » DATA CENTER OPTIMIZATION
- » STRATEGIC PLANNING
- » INFRASTRUCTURE AND STORAGE REVIEW AND DEPLOYMENTS
- » MEDICAL CART SOLUTIONS
- » MOBILE DEVICE MANAGEMENT
- » PROFESSIONAL SERVICES

800.483.2421

<http://www.regantech.com>

SEWP V contract: NNG15SD39B



REGAN

TECHNOLOGIES CORPORATION

SEWP V Contract Holders

As of July 1, 2015. Visit www.sewp.nasa.gov for updates.

- Small Business Sizes**
- **SB** = Small Business
 - **SDVOSB** = Service-Disabled Veteran-Owned Small Businesses
 - **HUBZone** = Historically Underutilized Business Zones
 - **EDWOSB** = Economically Disadvantaged Woman Owned Small Businesses
 - **VOSB** = Veteran-Owned Small Business

CONTRACT HOLDER	CONTACT	PHONE	WEBSITE	BUSINESS SIZE
Group B - HubZone				
4 Star Technologies NNG15SD06B	Timothy Thimons tim.thimons@4star-tech.com	757-222-1857	www.4star-tech.com	HUBZone, VOSB, SDVOSB, SB
Akira Technologies NNG15SD07B	Allen Young ayoung@akira-tech.com	202-517-7187	www.akira-tech.com	HUBZone, SB
Anacapa Micro Products NNG15SD08B	Glenn Anderson anderson@anacapamicro.com	805-339-0305*101	www.anacapamicro.com	HUBZone, SB
BahFed NNG15SD09B	Ken Paul ken.paul@bahfed.com	503-208-8410	www.bahfed.com	HUBZone, VOSB, SB
Better Direct NNG15SD10B	Mark Evans mevans@bdsewp.com	480-921-3858	www.betterdirect.com	HUBZone, VOSB, SDVOSB, SB
Blue Tech NNG15SD00B	Guy Stone gstone@bluetech.com	619-497-6060	www.bluetech.com	HUBZone, SB
FedBiz IT Solutions NNG15SD01B	Chuck Spence cspence@fedbizit.com	703-343-6123	www.fedbizit.com	HUBZone, VOSB, SB, EDWOSB
GovSmart NNG15SD11B	Millie Maksymiuk millie@govsmart.com	434-326-0436	www.govsmart.com	HUBZone, SB
MVS NNG15SD12B	Mital Desai mdesai@mvsconsulting.com	202-722-7981ext115	www.mvsconsulting.com	HUBZone, SB
OCG Telecom NNG15SD13B	Osford Ogis oogis@ocgtelecom.com	513-588-2828 513-588-2828	www.ocgtelecom.com	HUBZone, SB
PCITec NNG15SD02B	Stephanie Printz sprintz@pcitec.com	540-635-4402	www.pcitec.com	HUBZone, SB, EDWOSB
Premier Technical NNG15SD03B	Mike Lam mike.lam@pts-usa.com	540-743-5700 540-743-5700 x104	www.PTS-USA.com	HUBZone, SDVOSB, SB
WestWind NNG15SD04B	Christina Lewis christina@wwcpinc.com	866-345-4720	www.westwindcomputerproducts.com	HUBZone, SDVOSB, SB, EDWOSB
Wildflower International NNG15SD05B	Nelson Swindell nelson@wildflowerintl.com	703-819-3616	www.wildflowerintl.com/	HUBZone, SB
Group B - SDVOSB				
AATD NNG15SD18B	Paul Salazar paul.salazar@aatdata.com	703-626-1044	www.aatd-llc.com	SDVOSB, SB
AlphaSix NNG15SD28B	Jill Williams jill.williams@alphasixcorp.com	703-579-6479	www.alphasixcorp.com	SDVOSB, SB



BIG DATA
ANALYTICS



CLOUD
COMPUTING



CYBER
SECURITY



DATA CENTER
MODERNIZATION



MOBILITY & END
USER COMPUTING



NETWORK
MODERNIZATION

STREAMLINED IT, SO AGENCIES CAN SUCCEED

Government Acquisitions, Inc. (GAI), a solutions provider with 25+ years of experience, is proud to be a NASA Solutions for Enterprise-Wide Procurement (SEWP) V contract holder in Groups B (Service-Disabled Veteran-Owned Small Business) and C (Small Business).

SEWP V gives agencies rapid access to the latest technologies. It empowers customer IT leadership to efficiently sustain their current investment in desktop, portable, and server infrastructure while enabling an agile path to cloud-based services.

Modernize. Optimize. Deliver.

Dedicated DNA. Mission Mindset.

Learn More about GAI's SEWP V Contracts:
<http://gov-acq.com/contracts/nasa-sewp-v-contract>

#NNG15SD23B (Group B)

#NNG15SC78B (Group C)

For information and quote requests:
Email SEWP@gov-acq.com or call (513) 721-8700



**Government
Acquisitions**



Small Business Sizes
 • **SB** = Small Business
 • **SDVOSB** = Service-Disabled Veteran-Owned Small Businesses
 • **HUBZone** = Historically Underutilized Business Zones
 • **EDWOSB** = Economically Disadvantaged Woman Owned Small Businesses
 • **VOSB** = Veteran-Owned Small Business

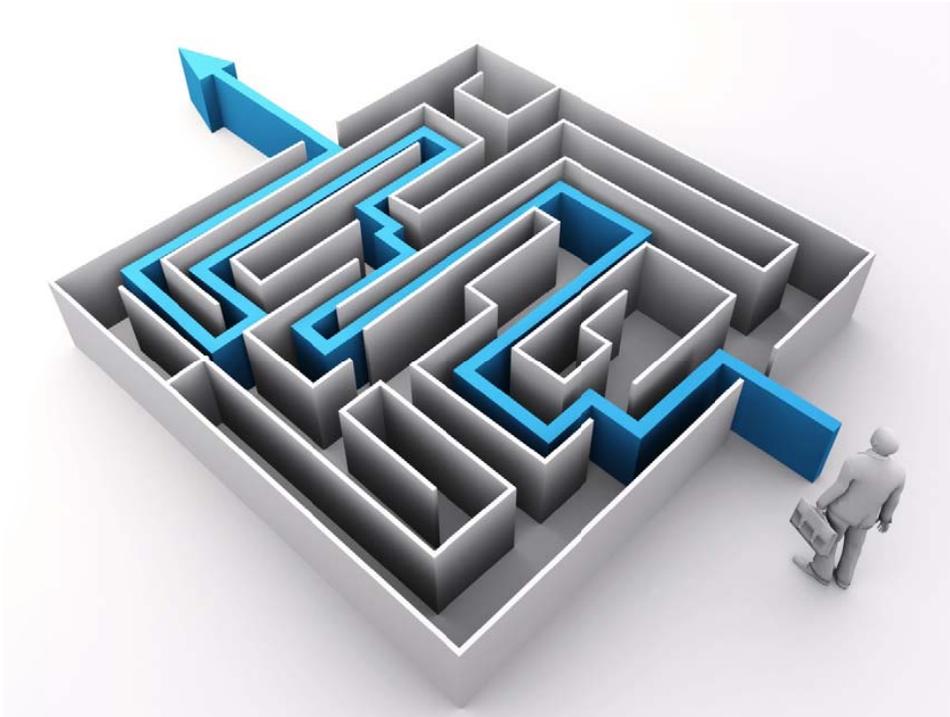
SEWP V Contract Holders

CONTRACT HOLDER	CONTACT	PHONE	WEBSITE	BUSINESS SIZE
Alvarez & Associates NNG15SD19B	Jon Wright jwright@alvarezassociates.com	303-997-1392	www.alvarezassociates.com	SDVOSB, SB
CETECHS NNG15SD29B			www.cetechs.net	SDVOSB, SB
Cynergy Professional NNG15SD20B	Edda Margeson edda.margeson@cynergy.pro	949-874-7952	www.cynergy.pro	HUBZone, SDVOSB, SB, EDWOSB
Epoch Concepts NNG15SD30B	Clayton Johnson cjohnson@epochconcepts.com	720-635-5039	www.epochconcepts.com	SDVOSB, SB
FedStore NNG15SD21B	Stuart Harding stuart@fedstore.com	240-449-8801	www.fedstore.com	SDVOSB, SB
Four Points Technology NNG15SD22B	Natasha Stephens nstephens@4points.com	571-353-7229	www.4points.com	SDVOSB, SB
Government Acquisitions, Inc. NNG15SD23B	Michelle Lundy Michelle.Lundy@gov-acq.com	813-344-7562	www.gov-acq.com	SDVOSB, SB
i3 Federal NNG15SD31B	Bobbi Sorrell bobbi@i3federal.com	703-313-7044	www.i3federal.com	SDVOSB, SB
ISSTSPI NNG15SD32B	Summit Sirohi summit.sirohi@isstspi.com	703-896-8700	www.atgsites.com/ISSTSPI_LLC	SDVOSB, SB
Kpaul NNG15SD33B	Kevin Paul kevin.paul@kpaul.com	317-243-1750	www.kpaulcorp.com	SDVOSB, SB
Minburn NNG15SD34B	Tony Colangelo sewp@minburntech.com	703-626-0284	www.minburntech.com	SDVOSB, SB
MNQ Business Solutions NNG15SD35B	Michael Chambers mchambers@mnqbbs.com	703-867-4503	www.mnqbbs.com	SDVOSB, SB
NAMTEK NNG15SD36B	Keith Turgeon kturgeon@namtek.com	603-488-6608	www.namtek.com/	SDVOSB, SB
Phoenix Data Security NNG15SD37B	Brian Kafenbaum brian.kafenbaum@phxdatasec.com	202-455-5698	www.phxdatasec.com	VOSB, SDVOSB, SB
RedHawk IT NNG15SD38B	James Hawkins james.Hawkins@RedHawkIT.com	844-234-4049	www.RedHawkIT.com	VOSB, SDVOSB, SB
Regan Technologies NNG15SD39B	Stephen Clark stephen.clark@regantech.com	203-284-4150	www.regantech.com	SDVOSB, SB
TechAnax NNG15SD24B	Bill Lytle Bill.Lytle@TechAnax.com	703-582-3932	www.TechAnax.com	SDVOSB, SB
Three Wire Systems NNG15SD25B	Mike Fabling mfabling@threewiresys.com	703-989-2179	www.threewiresys.com	SDVOSB, SB



WORKING THROUGH THE NEW MAZE OF NASA SEWP V CONTRACTORS?

Let FedBiz IT be your guide



FedBiz IT Solutions is:

- SBA Certified HUBZone
- Economically Disadvantaged Woman Owned
- Veteran Owned
- ISO 9001:2008 Certified

NASA SEWP Contract

- Contract No. NNG15SD01B
- GROUP B – HUBZone
- Email us at sewpv@fedbizit.com
- Get your SEWP V ordering guide at <http://FedBizIT.com/contracts-2/nasa-sewp-v/>



WHERE CUSTOMER SATISFACTION ALWAYS COMES FIRST

Small Business Sizes
 • **SB** = Small Business
 • **SDVOSB** = Service-Disabled Veteran-Owned Small Businesses
 • **HUBZone** = Historically Underutilized Business Zones
 • **EDWOSB** = Economically Disadvantaged Woman Owned Small Businesses
 • **VOSB** = Veteran-Owned Small Business

SEWP V Contract Holders

CONTRACT HOLDER	CONTACT	PHONE	WEBSITE	BUSINESS SIZE
ThunderCat Technology NNG15SD26B	Mike Kelly mkelly@thundercattech.com	703-674-0221	www.thundercattech.com	SDVOSB, SB
V3Gate NNG15SD27B	Vic Garcia vgarcia@v3gate.com	855-483-4283	www.v3gate.com	SDVOSB, SB
VetInfoTech NNG15SD41B	Andy Bennett abennett@vetinfotech.com	813-217-2539	www.vetinfotech.com	SDVOSB, SB
Vigilant Technologies NNG15SD43B	Pablo Torres pablo.torres@vigilant1.com	480-422-4111	www.vigilant1.com	SDVOSB, SB
VTI NNG15SD42B	Ron Khuong ronk@vti2.com	703-658-0304	www.vti2.com	SDVOSB, SB

The CHRM: Working with Customers and Contract Holders

The Contract Holder Relationship Manager or CHRM is a position conceived and created by SEWP.

The relationship between the SEWP Program Office and the Contract Holders is something truly unique in the world of IT contracting. The SEWP PMO sees the Contract Holders as trusted partners in delivering IT solutions. But the PMO also uses this strong relationship to make sure any problems are resolved.

At the forefront of that effort are the SEWP's three Contract Holder Relationship Managers or CHRMs. The CHRM helps Contract Holders when they have issues. They also help resolve issues when customers have concerns with a Contract Holder.

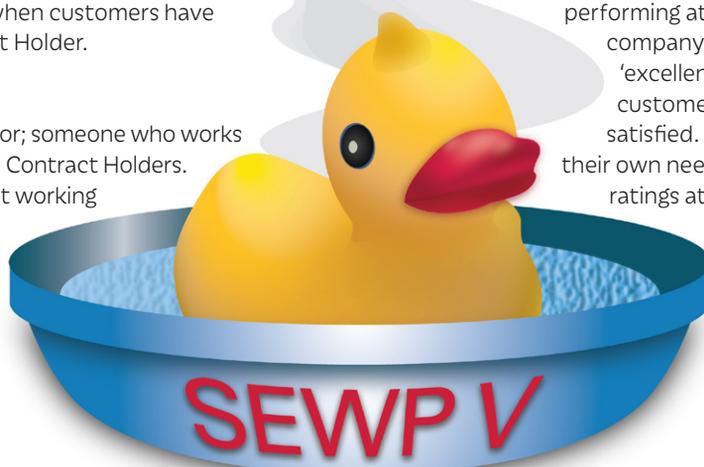
Biggest Issue Solved

The CHRM is a mediator; someone who works with both customers and Contract Holders. Most of their time is spent working with customers; often making sure they are talking with the right person who can service them.

Over the years, the biggest issue customers have had is: not knowing who to call when have they have a customer service issue. SEWP has solved the issue by requiring Contract Holders to have a representative always available other than the salesperson to serve the customer.

Performance Ratings Are Public

SEWP also makes Performance Ratings of Contract Holders public on the website. On a page dedicated to Program Performance, the public facing web page shows daily how Contract Holders are performing at the program level. No company likes not being rated 'excellent! They have to keep customers up-to-date and satisfied. They are motivated by their own need to be good, but also by ratings at the program level.





Cynergy Professional Systems

Information Technology & Communications Systems

Systems Engineering
 Project Management
 Integration & Deployment
 On-Site Maintenance
 Secure Asset Disposition
 & Green Recycling
 Secure Supply Chain
 EPEAT & TAA Products

Land Mobile Radio
 Point to Point Systems
 Advanced Computing, Storage,
 Networking and Security
 Cloud Based Applications
 Big Data & Analytics



SDVOSB • EDWOSB • SDB • HUBZone • Small Business

Cynergy Professional Systems
(800) PROSYSTEMS

www.cynergy.pro
info@cynergy.pro

Group B SDVOSB
Group C Small Business

*Cynergy is an Authorized Federal Partner for leading IT and
Communications Products*



MOTOROLA

EMC²



vmware



Edda L. Margeson
SEWP V Program Manager

Phone: 949.874.7952
Email: edda.margeson@cynergy.pro
Web: www.cynergy.pro



On questions to ask & speeding the buying process...

Ms. Margeson: Even with Commercial-off-the-Shelf technologies, complex system requirements can greatly extend the procurement and deployment cycle, and increase overall risk.

Having answers to these questions will assist government buyers in making smart decisions, maximizing budget dollars, and avoiding potential risk:

1. Does the offeror demonstrate the necessary skills and past performance to successfully deploy the required system, on-time and within budget?
2. Does the offeror possess the necessary Federal Vendor Authorizations for all products needed for the solution?

On how the SEWP PMO makes the buying process easier...

Ms. Margeson: Customers rely on SEWP for delivering supply chain security, integrity, and conformance to standards like TAA, EPEAT, FIPS 140-2, FedRAMP, Project-25, and others.

The SEWP PMO gives both customers and the peace of mind, knowing that the security of the supply chain; and the application of critical standards are an integral and required part of the contract.

Lifecycle Services from Design to Secure Disposal

Cynergy Professional Systems LLC is a Value Added Reseller offering a full range of communication and information technology products and services to customers in the US Public Sector.

This includes services throughout the lifecycle from design, engineering, planning, project management, system integration, to deployment, maintenance, and end of life asset recovery and secure disposal.

In the communications sector, we specialize in seamlessly integrating mission critical voice, wireless, microwave, land mobile radio systems, fiber, and next generation LTE technologies.

Our IT practice focuses on core technologies in Storage, Advanced Computing, Virtualization, Systems Modernization, Networking, Specialized Systems, and Accessories.

Cynergy is an authorized Federal reseller for numerous leading IT brands, such as Motorola, Cisco, HP, Apple, EMC, Microsoft, VMWare and others.

As a policy, Cynergy provides only new U.S. authorized products, and complies with all major U.S. Supply Chain Security standards, and deploys systems that meet major encryption standards: Project-25, FEDRAMP, FIPS 140-2, and numerous others.

We build and deploy systems at U.S. Public Sector facilities globally (CONUS and OCONUS). As a Diversity supplier in Groups B & C, Cynergy is the only company that meets ALL FIVE Federal Diversity certifications, including SD-VOSB, EDWOSB, HUBZone, SDB and Small Business.

Learn more at: www.cynergy.pro



Chuck Spence
SEWP V Program Manager

Phone: 703-343-6123
Email: cspence@fedbizit.com
Web: www.fedbizit.com



On questions to ask & speeding the buying process...

Mr. Spence: FedBiz IT utilizes an ISO 9001:2008 Certified Quality Management approach that applies methodical processes and planning to our customers' purchases. These ISO standards and processes ensure a disciplined Secure Supply Chain and repeatable positive customer experience.

FedBiz IT can assist you in effectively managing your technology and requirements, allowing you more time to successfully fulfill your mission. This includes acquiring and implementing IT solutions as well as developing a plan to upgrade and enhance current products and solutions.

On how SEWP makes buying products and services easier...

Mr. Spence: Our president, **Don Tiaga** says, "Our motto as a Federal Government solution provider is 'Where Customer Satisfaction Always Comes First!'" This is one of the main reasons we have instituted ISO 9001:2008 certified best practices allowing us to repeatedly provide the right solutions, technology knowledge and expertise needed by its government customers.

We realize NASA SEWP V customers have 146 prime contractors to choose from. The new SEWP V Group B — HUBZone set-aside will assist our Federal customers to achieve their HUBZone goals while still getting the best pricing available.

Customer Satisfaction Always Comes First

FedBiz IT Solutions, LLC — a SEWP V Group B, HUBZone Prime Contractor — is a SBA certified HUBZone, Women Owned, Veteran Owned, and Minority Small Business.

As a Valued Added Reseller (VAR) with over 40 years of federal sales, marketing, and contracting experience, our mission is to offer the "Best in Class" Information Technology (IT) and NEXGEN Technology products & services.

Our experienced team of experts provide the depth and breadth of IT enterprise products, services, & consulting to our customers. FedBiz IT combines leading-edge solutions and a deep expertise in the federal supply chain and strategic sourcing, allowing us to achieve a complete and positive customer satisfaction rating.

FedBiz IT Solutions and our strategic manufacturer partners can offer over 1.5 million products and services on SEWP V in the following areas:

- Enterprise Storage Systems
- Enterprise Networks / Telecommunications
- Cloud & Virtual Systems
- Cyber Security
- VTC Solutions.

Learn more at: www.fedbizit.com



Michelle Lundy
SEWP V Program Manager

Phone: 813-344-7562
Email: Michelle.Lundy@gov-acq.com
Web: www.gov-acq.com



On questions to ask & speeding the buying process...

Ms. Lundy: A common misconception is that government is prohibited from engaging industry in open dialog during the market research phase of procurement. As explained in OMB's "Myth-Busting" memo available at Whitehouse.gov, that is not the case.

The challenge we commonly face isn't with which questions are not asked, but rather the lack of questions. Contractors fully understand that they will need to compete in almost all circumstances, but open dialog while requirements are being developed ensures that industry is prepared to respond in a way that executes against mission needs.

On how SEWP makes buying products and services easier...

Ms. Lundy: The SEWP PMO is completely focused on customer satisfaction — and they view their "customers" as not only government, but also Contract Holders.

Their philosophy is to conduct business as close to commercial practice as possible while staying within the requirements of government process. What this means for end customers is rapid response to questions, unrivaled customer support, and a laser focus on quality.

What it means for contractors is an environment of partnership that helps us to spend more time delivering results and less time on administrative distractions.

A pool of pre-qualified companies with a wide range of capabilities provides robust competition that can also meet any socio-economic requirements.

Protecting Citizens; Supporting Critical Infrastructure; Delivering Cutting-Edge R&D

Government Acquisitions, Inc. is an experienced, award-winning, value-added reseller, bringing over 25 years of dedication to Federal mission success, and a performance culture to power real innovation.

Changing course on a dime? No problem. We are dedicated to empowering Federal missions with new efficiencies and agility.

Government Acquisitions understands success is driven by partnership, process, and technology. We work side-by-side with Feds and industry-leading OEM partners to modernize, optimize, and deliver unparalleled mission support. Our team of experienced Federal IT personnel is well-equipped to help you achieve operational excellence, improve performance, and optimize infrastructure, while staying secure and reducing costs.

Our solution areas include:

- Big Data Analytics
- Cyber Security
- Data Center Modernization
- Network Modernization
- Mobility
- Cloud Computing.

With 25+ years of Federal experience, we are dedicated to providing you with the best IT solutions so that you can focus on the task at hand. We understand the procedures, regulations, and people involved in the Federal market. Dedication is in our DNA. Mission is our mindset.

Learn more at: www.gov-acq.com.



Stephen Clark
SEWP V Program Manager

Phone: 203-284-4150
Email: stephen.clark@regantech.com
Web: www.regantech.com



On questions to ask & speeding the buying process...

Mr. Clark: Providing specific information regarding the solution being sought allows us to thoroughly research a request to find the best solution and price available.

The more insight an agency provides to us regarding their goals, the timelier and better the solution we can design.

Working as a partner with our federal clients, we look for the most innovative and creative solutions while adhering to budgetary requirements.

On how SEWP makes buying products and services easier...

Mr. Clark: We are very customer-centric and have a streamlined process in place that is echoed in the SEWP PMO.

Having central points of contacts for every involved party makes for very efficient communication.

When it comes down to the RFQ and ordering process, having established expectations, open lines of communications and responsive customer service from the SEWP PMO and Regan Technologies makes each transaction seamless and efficient.

Expertise In The Healthcare Arena

Regan Technologies has been providing IT solutions for almost 20 years.

From our roots as a hardware provider, we've evolved into a professional service and enterprise solutions power house bringing our federal clients exceptional service, innovative solution sets and out-of-the-box thinking that helps to bring their agencies to the next level.

Our "hands on" approach means we are an active partner when it comes to providing a solution.

Our goal is to forge a partnership with our federal clients to combine our experience and expertise and use that knowledge to prioritize investments into the most efficient and strategic initiatives. We leverage our expertise in the areas of:

- Datacenter optimization
- Consolidation
- EaaS (Everything as a Service)
- Staff augmentation
- Cloud computing
- Complex high performance computing
- Professional services.

Having a former hospital CTO as our top technology executive, we bring even more expertise to the table in the healthcare arena. We have an innate understanding of the challenges associated with managing complex and highly sensitive environments.

Learn more at: www.regantech.com.





Use User-Friendly Web Tools

The SEWP on-line Quote Request Tool (QRT) and Quick RFI Tool can be used to request availability and pricing information from the Contract Holders.

Unlike the traditional catalog-based contract where requests for products are based on what is available in a catalog, SEWP is a request-based contract vehicle where the catalog is based on customer requests.

Therefore, there is no catalog to search. As long as your requirements are within the scope of SEWP, you can send out a Request for Quote (RFQ) or a Request for Information (RFI) for the IT products/services you are looking to obtain.

The Contract Holders will add the items to the contract based on your request and send you back a quote. You can then order the items based on the quote. If you are uncertain about the scope, send your requirements to help@sewp.nasa.gov for review.

Verification of Quote

The SEWP on-line Quote Request Tool (QRT) can be used to request availability and pricing information from the Contract Holders.

When using the QRT to obtain quotes, the Contract Holder must also send in a Verification File along with their quote.

This Verification File is checked against the SEWP database automatically by the SEWP Program Office during the quote submission process. The verification summary is available under the 'CLIN List' column of the online Quotes tab.

The customer need only check that the items in the 'Pass' file under the 'CLIN List' column match the items and pricing on the quote.

If a quote is obtained from outside the QRT, the verification process will not occur until the order is processed by the SEWP Program office.

NOTE: In regards to competition and selection of SEWP Groups, selecting multiple groups provides the best opportunity of acquiring responses and competitive pricing. However, pre-defined selection criteria, such as a HUBZone small business set-aside, is an acceptable practice using the SEWP contracts.

SEWP is "Catalog by Request" not "Request By Catalog"

- Quote Request Tool available online
- No traditional searchable catalog
- Quotes are verified against contract catalog

SEWP V

Helpline: (301) 286-1478 help@sewp.nasa.gov Orders: FAX (301) 286-0317 sewporders@sewp.nasa.gov

FAST ACCESS PROCUREMENT INFO CONTRACT HOLDERS SEWP TOOLS CUSTOMER SERVICE AGENCY SPECIFIC

NOTICE: To view RFQs created prior to the start of SEWP V, use the [SEWP IV Quote Request Tool](#) for 're' prior to 2/1/13 is available upon request by contacting SEWP Customer Care at [help@sewp.nasa.gov](#) Upd

FAST ACCESS

SEWP Log-in
FAQ
TRAINING VIDEO
SEWP V CONTRACT INFO

NEW
SEWP receives NASA Agency Honor Award for Group Achievement!
"For NASA SEWP Program IT Procurement Innovations which have transforme and the entire Federal Government" [Read More](#)
Updated: July 9, 2015

CLIN	PART NUMBER	STATUS	CATALOG PRICE	QUOTE PRICE AND SAVINGS	QTY	EXTENDED PRICE AND SAVINGS	TAA COMPLIANT	ENERGY STAR	EPEAT	SCRM
delivery-z	DELIVERY-Z	Variable	0.0	\$100.00 -\$100.00	1	\$100.00 -\$100.00	NA	NA	NA	N

Export options: [CSV](#) | [Excel](#) | [XML](#) | [PDF](#)

Legend

TAA		ENERGY Star		EPEAT		SCRM	
Symbol	Meaning	Symbol	Meaning	Symbol	Meaning	Symbol	Meaning
C	TAA Compliant	C	Compliant	G	EPEAT certified Gold	M	Manufacturer/Provider
NA	Not Applicable	NA	Not Applicable	S	EPEAT certified Silver	A	Authorized Reseller
NC	Not Compliant	NC	Not Compliant	B	EPEAT certified Bronze	S	Authorized Reseller for a Subset of Products
				Y	EPEAT compliant and registered, non certified Business size	D	Authorized Distribution
				A	Applicable, no compliant product available	O	One Off Authorization
				NA	Not Applicable	N	No Relationship
				NC	Non-compliant		

SEWP Mission

As an established and agile leader in the Federal Acquisition Community, manages a suite of government-wide IT product solution contracts that p Agencies with timely access to mission critical technologies.

The Program provides best value and cost savings for the Federal Govern taxpayer through innovative procurement tools and processes; premier c outreach; and advocacy of competition and cooperation with industry.

Home | About Us | Contact Us

Resp. NASA Official: Joanne R. Woytek, 1 Curator: KG Woltz Privacy, Security, Notices



SEWP's Dynamic Catalog

- Items added to contract based on customer requests
- Contract holder request to add products are approved or denied daily
- On-line contract database of record

Tool Updates Improve Your Online Experience

QRT (Quote Request Tool)

- **Profile Administration** — Customers now have increased ability to manage their user profile.
- **"Would Quote" Notices** — Customers receive notices when more information is requested from Contract Holders on an RFQ.
- **Quote Verification Tool** — Functionality has been added to the QRT.
 - **Verification Files** will now include
 - Product Description for each CLIN
 - EPEAT (Electronic Product Environmental Tool) compliance
 - Energy Star compliance
 - TAA (Trade Agreements Act) compliance
 - Supply Chain Data for each provider



[FAQ Knowledgebase](#)

SEWP Newsletters

- [SEWP Newsletter - May 2015](#)
- [SEWP Training Document](#)
- [SEWP Newsletter - March 2015](#)

SEWP in the News...

Joanne Woytek: What's new on SEWP V
 Friday, April 10, 2015

A Federal Times Program View Interview with SEWP's program manager reveals new features of the contract.
[Read More](#)

SEWP V swells to 202 contracts
 Friday, April 10, 2015

NASA's Solutions for Enterprise Wide Procurement (SEWP) announced the remaining contracts for the fifth installment of the GWAC?
[Read More](#)

NEW Market Research Tool (MRT)

The SEWP Market Research Tool (MRT) allows users to simply and quickly perform a search for products and providers available within the SEWP contract. Then take your search results and create a Request for Information (RFI) in minutes, using SEWP Quote Request Tool to acquire pricing and availability. Even if the search returns few or no results, as long as the desired item is in scope, we recommend submission of an RFI. Products and providers are added to the contract, typically in one business day.



Group C

VARs (Value Added Resellers)

• Small Business Set-Aside
Scope is the same for ALL Groups

RFQs

- Submitted separately to Group A (which has a different NAICS code)
- Or submitted to any combination of B, C, and D.



ExpertViews You Can Use

Thanks to these sponsors for making the SEWP Contract Guide possible. On the following pages, these IT experts offer their best advice on:

- What questions to ask when buying IT
- How to speed up the buying process

- How the customer service provided by the SEWP PMO benefits them
- What world-class IT solutions that are available to you through SEWP.

Group C Profiles

Accelera SOLUTIONS
Accelera Solutions
 Phone: 703-637-7434
 Web: www.accelerasolutions.com
page 50

Affigent
Affigent
 Phone: 571-521-5041
 Web: www.affigent.com
page 50

CAD INC. CAROLINA ADVANCED DIGITAL, INC.
Carolina Advanced Digital
 Phone: 919-460-1313
 Web: www.cadinc.com
page 51

Copper River Information Technology
Copper River
 Phone: 202-320-9869
 Web: www.copperriverit.com
page 51

FOUR inc.
Four Inc.
 Phone: 757-343-4795
 Web: www.fourinc.com
page 52

M2 TECHNOLOGY
M2 Technology
 Phone: 210-566-3773
 Web: www.m2ti.com
page 52

THE INTELLIGENT NETWORK
NORSEMAN DEFENSE TECHNOLOGIES
Norseman Defense Technologies
 Phone: 757-201-8741
 Web: www.norseman.com
page 53

Optivior
Optivior Technologies
 Phone: 240-646-3966
 Web: www.optivior.com
page 53

Red River
Red River
 Phone: 603-442-5546; 603-667-6195
 Web: www.redriver.com
page 54

Seeds of Genius
Seeds of Genius
 Phone: 410-312-9804
 Web: www.seedsofgenius.com
page 54

SwishData DATA PERFORMANCE ARCHITECTS
Swish Data
 Phone: 703-543-6919
 Web: www.swishdata.com/
page 55

Tribalco
Tribalco
 Phone: (301) 652-8450
 Web: www.tribalco.com
page 55

sparco.com
 Unistar-Sparco Computers, Inc.
Unistar-Sparco
 Phone: 800-840-8400 x 833
 Web: www.sparco.com
page 56

WALKER AND ASSOCIATES INC.
Walker and Associates
 Phone: 913-213-9883
 Web: www.walkergov.com
page 56

yorktel Making complicated simple
Yorktel
 Phone: 908-675-7072
 Web: www.yorktel.com
page 57

A NEW STAR IS BORN IN THE

ADTRAN | ADVA | Brocade | Cambium Networks | Corning Cable
Emerson Network Power | Fujitsu | Juniper Networks | Microsemi
RAD Data Comm | TE Connectivity | Telect | Alloptic | Aruba Networks
Charles Industries | Ciena Corporation | Coriant America | Dell Inc. | Digium
Exalt | General Cable | Grandstream Networks | Iphotonix | Mitel | Overture
Polycom | Positron | Purcell | ReliOn | SmartRG Telco Systems | Tellabs
Zyxel | 3M | Actelis | Adirondack | AFL | Alcatel Lucent | Alcoa Fujikura Ltd
All Systems Broadband | Allen Tel | AlliedTelesis Labs Inc | Allstates | Allworx
Alpha Equipment Company | Alpha Technologies | American Cable Assemblies
American Insulated Wire | American Polywater | Ametekpower | Andrew | AOC
Technologies, Inc. | Apex | API Digital | Argus Technologies | Audiocodes | Avaya
Bekaert Corporation | Belden Cable | Belkin | Blackbox | Blackburn
Bosch Security | Bourns | Brady | Burndy | Bussman | Ceragon Networks
Chatsworth | Circa Telecom USA | Clegg Industries | CobraWire | Commscope
Cooper B-Line | Corning Gilbert | Cradle Point | Crenlo | Crestron Electronics
Cyber Power | D-Link | Douglas Battery | Dyn | Efficient | Electric Motion | Elgin Warren
Power | Eltek Energy | Eltek-Valere | EMC | Enersys Inc | Entone | Erico | Exfo America
Fujitsu America | Fiber Instrument Sales | Fiberlogic Communications Inc | Fiberwave
Fibrolan | Fitel PMX | Fluke | Forum | Gabriel | Gardner Bender | Garrettcom | GE Energy
Genband | General Kinetics | Gigaset | GNB Industrial Power | Great Lakes Case and Cabinet
Greenlee | Hammond | Harris Corp | Hellerman | Hilti | Hoffman | Honeywell | HP
Hewlett Packard Enterprise | Hubbell Power Systems | Hubbell Premise Wiring | Hubbell Wiring Devices
Hyperedge | ICC | Ideal Industries | Imagine Communications | Infoblox | Intellitouch | Jabra | JDSU
Jenson Tool | Johnson Electric | JohnsonControl | Jonard | Klein | L-COM Connectivity | Legrand | Leviton
Linksys | Lynx Photonic Networks | Maclean Senior Industries | Netscout | Newmar | Newton Instrume
North American Interconnect | NSG Datacom | OFS Optics-Furukawa | OK Industry | Panasonic | Panduit
Polyphaser | Preformed Line Products | Pulsecom | Quality Metal Works | Quazite | Quest Technology In
RFL Electronics | Riverbed | Riverstone | Rkl Instruments | RWS Wire | Sagemcom | Seagate | Sealevel S
Solonics | Sonus | Sony | Southwire | Spectracom Corporation | Square D | Steren USA | Strowger | Sub
Taqua | Thermobond | Thomas and Betts | TII Network | Times Microwave | Tippingpoint | TMC | Toshil
UG Products | Unipower | US Case | Uvex Safety Glasses | Valcom | Vertical Comm | Viking Electronics |
Zhone | 6 Connect | Aerohive | Agilent | America IIsintech | American Power | Avocent Digital Products



Federal Government (I)
Patti Brammer
Direct Telephone: (800)
Email/efax: patti.bram

SEWP V Group C: NNG15SC96B
SEWP V Group D: NNG15SC54B

7129 Old Highway 52 No

ISO 9001:2008 | Women

THE GALAXY OF IT SOLUTIONS

ADTRAN[®]

APC[™]

by Schneider Electric

BROCADE[®]

ciena[®]

CORNING



EMERSON[™]
Network Power

JUNIPER[®]
NETWORKS

TE
connectivity

Telco
Systems

Telect[®]

TRANSITION
NETWORKS[®]

ZyXEL

AND MORE!

ments | Nokia
it | Plantronics
International | Questron
Systems | Seicor | Sentry | Sharp | Siemens | Siemon | Simpson Electric | Skybuilt Power | SMT
Space Communications | Sunrise Comm | Superior Essex | Suttle Apparatus | Swift First Aid | T Berd
ba | Transition Networks | Transmode | Trimm | Tripp Lite Trompeter | True Pulse | Turnstone
Vista | VMware | V-Tech | Westell | Western Telematic | Wilcom Wilmore | Wirewerks | Wyse | Xtera
| Great Lakes Wire and Cable | Lenovo

DOD)

) 870-9138

mer@walkerfirst.com

Federal Government (Civilian)

Debbie Stogner

Direct Telephone: (800) 491-3894

Email/efax: debbie.stogner@walkerfirst.com

rth | Welcome, NC 27374 | 800.WALKER1 | www.walkergov.com | sewp@walkerfirst.com

Owned Small Business

SEWP V Contract Holders

As of July 1, 2015. Visit www.sewp.nasa.gov for updates.

Small Business Sizes

- **SB** = Small Business
- **SDVOSB** = Service-Disabled Veteran-Owned Small Businesses
- **HUBZone** = Historically Underutilized Business Zones
- **EDWOSB** = Economically Disadvantaged Woman Owned Small Businesses
- **VOSB** = Veteran-Owned Small Business

CONTRACT HOLDER	CONTACT	PHONE	WEBSITE	BUSINESS SIZE
A&T Networks NNG15SD58B	Tony Gharbawi tonyg@atnetworks.com	410-312-9900	www.mygsa.us	SB, EDWOSB
ABBA Technologies NNG15SD59B	Melissa Beery beery@abbatech.com	505-259-7260 505-889-3337	www.abbatech.com	SB
ABM Federal Sales NNG15SC56B	June Giedinghagen june.giedinghagen@abmfederal.com	636-229-8132	www.abmfederal.com	SB
ACC NNG15SD60B	Alberto Donoso alberto@aconline.com	571-395-4174	www.aconline.com	SB, EDWOSB
Accelera Solutions NNG15SC57B	Irv Epstein irve@accelerasolutions.com	703-637-7434	www.accelerasolutions.com	SB
ACE Technology Partners NNG15SC58B	Michael Gasparino mgasparino@acetechnpartners.com	847-952-6933	www.acetechnpartners.com/SEWPVC.asp	SB
Affigent NNG15SC59B	Michelle Popiel michelle.popiel@affigent.com	571-521-5041	www.affigent.com/	SB
Akira Technologies NNG15SD61B	Allen Young ayoung@akira-tech.com	202-517-7187	www.akira-tech.com	HUBZone, SB
Alliance Technology NNG15SD62B	Mark Cuthie mark.cuthie@alliance-it.com	410-533-3166	www.alliance-it.com	SB
AlphaSix NNG15SD63B	Jill Williams jill.williams@alphasixcorp.com	703-579-6479	www.alphasixcorp.com	SDVOSB, SB
Alvarez & Associates NNG15SC60B	Jon Wright jwright@alvarezassociates.com	303-997-1392	www.alvarezassociates.com	SDVOSB, SB
Anacapa Micro Products NNG15SD64B	Glenn Anderson anderson@anacapamicro.com	805-339-0305*101	www.anacapamicro.com	HUBZone, SB
AS Global NNG15SC61B	Laura Cryncewicz lgryncewicz@asglobal.com	703-772-4538	www.asglobal.com/	SB
AWData NNG15SC62B	Christopher Weston chrisw@awdata.com	602-938-5363	www.awdata.com/	SB
Better Direct NNG15SD65B	Mark Evans mevans@bdsewp.com	480-921-3858	www.betterdirect.com	HUBZone, SDVOSB, VOSB, SB
Blue Tech NNG15SC63B	Guy Stone gstone@bluetech.com	619-497-6060	www.bluetech.com	HUBZone, SB
Capitol Supply NNG15SD66B	Krystaal Bird sales@capitolsupply.com	888-485-5001 954-453-5917	www.capitolsupply.com	SB
Carolina Adv. Dig. (CAD) NNG15SD67B	Susan Jabbusch susan@cadinc.com	919-460-1313	www.cadinc.com/	HUBZone, VOSB, SB
CMA NNG15SD71B	Ken Jones kjones@cm.ai.com	703-917-7731	www.cm.ai.com	SB
Coast to Coast Computer NNG15SD70B	Rick Vogel rickv@coastcoast.com	805-244-9500	www.coastcoast.com/gov	SB

M2

M2 TECHNOLOGY

IT SOLUTIONS
WITH A HUMAN CONNECTION



www.m2ti.com



- Small Business Sizes**
- **SB** = Small Business
 - **SDVOSB** = Service-Disabled Veteran-Owned Small Businesses
 - **HUBZone** = Historically Underutilized Business Zones
 - **EDWOSB** = Economically Disadvantaged Woman Owned Small Businesses
 - **VOSB** = Veteran-Owned Small Business

SEWP V Contract Holders

CONTRACT HOLDER	CONTACT	PHONE	WEBSITE	BUSINESS SIZE
Copper River NNG15SC64B	Rebecca Vinduska rebecca.vinduska@copperriverit.com	202-320-9869	www.copperriverit.com	SB
CounterTrade Products NNG15SC65B	ANGELA DUMM ADUMM@COUNTERTRADE.COM	303-424-9710	www.countertradeproducts.com	SB
CSP Enterprises NNG15SC66B	Corinne Lingebach clingebach@cspenterprises.com	301-695-9517	www.cspenterprises.com	SB
CTC NNG15SD72B	David Layne dlayne@convergencetech.us	301-969-3102	www.convergencetech.us	SB
CTI NNG15SD68B	Brian Jordan bjordan@ctimd.com	301-417-7202	www.ctimd.com/	SB
Cynergy Professional NNG15SC67B	Edda Margeson edda.margeson@cynergy.pro	949-874-7952	www.cynergy.pro	HUBZone, SDVOSB, SB, EDWOSB
DasNet NNG15SC68B	Lita Kaufman Lita.Kaufman@dasnetcorp.com	631-792-1761	www.DasNetCorp.com	VOSB, SB
DisYS Solutions (DSI) NNG15SD73B	Brian Oliver brian.oliver@disyssolutions.com	571-306-7603	www.disyssolutions.com	SB
Dynamic Computer NNG15SD74B	Abizer Ali aali@dcc-online.com	248-615-6414	www.dcc-online.com	SB
Dynamic Systems NNG15SC69B	Lisa Jensen Lisa.Jensen@DynamicSystemsInc.com	310-337-4400 x222	www.DynamicSystemsInc.com	SB
ETSI NNG15SD76B	Donny Sheikh Donny@Enterprisesol.com	510-459-7911	www.enterprisesol.com	SB
Fastech NNG15SC70B	Benje Middlebrooks bmiddlebrooks@fastechinc.com	301-886-8376 301-931-2001	www.fastechinc.com	SB
FCN NNG15SC71B	Dolores Campbell dolores.Campbell@fcnit.com	803-366-4033 301-770-2925	www.fcnit.com	SB
FedStore NNG15SC72B	Stuart Harding stuart@fedstore.com	240-449-8801	www.fedstore.com	SDVOSB, SB
Four Points Technology NNG15SC74B	Natasha Stephens nstephens@4points.com	571-353-7229	www.4points.com	SDVOSB, SB
Four, Inc. NNG15SC73B	Bree Burk bburk@fourinc.com	757-343-4795	www.fourinc.com	SB
FTSI NNG15SD77B	Jack Manciet sales@federalsales.com	800-255-7708	www.federalsales.com/	SB
Government Acquisitions, Inc. NNG15SC78B	Michelle Lundy Michelle.Lundy@gov-acq.com	813-344-7562	www.gov-acq.com	SDVOSB, SB
GC Micro NNG15SC75B	Lonnie Landers llandersva@aol.com	703-660-6432	www.gcmicro.com	SB

SECURE SUCCESS WITH UNISTAR-SPARCO

Innovative IT Solutions and Exceptional Customer Service

Keeping up with security and compliance regulations on a tight budget can seem impossible. Until you work with Unistar - Sparco. More than two decades of IT industry experience means we can meet your technology challenges head-on and customize IT configuration, installation, and maintenance solutions to overcome them.



NETWORK INFRASTRUCTURE AND SECURITY



DATA MANAGEMENT



BACK-UP & DISASTER RECOVERY



VIRTUALIZATION



CLOUD COMPUTING



UNIFIED COMMUNICATIONS



PRINT MANAGEMENT



WIRELESS MOBILITY



IP SURVEILLANCE AND SUPPLIES

Small Business Sizes

- **SB** = Small Business
- **SDVOSB** = Service-Disabled Veteran-Owned Small Businesses
- **HUBZone** = Historically Underutilized Business Zones
- **EDWOSB** = Economically Disadvantaged Woman Owned Small Businesses
- **VOSB** = Veteran-Owned Small Business

SEWP V Contract Holders

CONTRACT HOLDER	CONTACT	PHONE	WEBSITE	BUSINESS SIZE
GMC Tek NNG15SC76B	Payal Anand payal@gmctek.com	703-459-6777	www.gmctek.com	HUBZone, SB
GovPlace NNG15SC77B	Michael Guercio mguercio@govplace.com	703-466-5192	www.govplace.com	SB
HMS Technologies NNG15SD78B	Rich Crider rich.crider@hmstech.com	304-596-4910	www.hmstech.com/	SDVOSB, SB
iGov NNG15SD81B	Phen Vilamonh pvilamonh@igov.com	703-749-0881	www.iGov.com	SB
ITC NNG15SC79B	Rob Despres rob.despres@itgonline.com	703-698-8282	www.itgonline.com	SB
KIS NNG15SD79B	Dave Testa dave.testa@kisinc.net	757-275-7701	www.kisinc.net/	VOSB, SB
Lyme Computer Systems NNG15SC80B	Dave Caffry dave@lyme.com	603-676-3604	www.lyme.com	SB
M&A Technology NNG15SD80B	Alok Sarna asarna@macomp.com	972-490-5803	www.macomp.com	SB
M2 Technology NNG15SC81B	Mike Tollinger mike.tollinger@m2ti.com	210-566-3773	www.m2ti.com/	VOSB, SB
Marshall Communications NNG15SD82B	David Howard dhoward-sewpv@marshallcomm.com	571-223-2010	www.marshallcomm.com/	VOSB, SB
MCP NNG15SD83B	Sergie Ghai sergie@mcpgov.com	408-506-0772	www.mcpgov.com	SB, EDWOSB
Mercom NNG15SD84B	Jeff Hopkins jeff.hopkins@mercomcorp.com	571-327-4883	www.mercomcorp.com	SB, EDWOSB
NCS NNG15SD85B	Rick Goodman rgoodman@ncst.com	703-743-8638	www.ncst.com	SB
Norseman NNG15SC83B	Max Kymmell mkymmell@norseman.com	757-201-8741	www.norseman.com	SB
NTS NNG15SC82B	Anita Vasantraï Patel anita@ntsca.com	510-353-4070X327	www.ntsca.com	SB
Optivor Technologies NNG15SC84B	Doug Lamude doug.lamude@optivor.com	240-646-3966	www.optivor.com	SB
Phoenix Data Security NNG15SD87B	Brian Kafenbaum brian.kafenbaum@phxdatasec.com	202-455-5698	www.phxdatasec.com	VOSB, SDVOSB, SB
PSI Technology NNG15SD86B	Irene Griffith ireneg@petrosys.com	713-355-2202 ext 19	www.petrosys.com	SB
Red River NNG15SC85B	Jo Purdy jo.purdy@redriver.com	603-442-5546 603-667-6195	www.redriver.com	SB
RedHawk IT NNG15SD88B	James Hawkins james.Hawkins@RedHawkIT.com	844-234-4049	www.RedHawkIT.com	VOSB, SDVOSB, SB



We get IT done.

We pave the way for government agencies to acquire mission critical, best-of-breed technology through resale and flexible financing.

Tap into our years of experience delivering government Information Technology solutions.

Here are six reasons why you want to work with us:



IT Procurement Expertise

Whether a simple resale or a complex transaction involving a mix of assets and services, we will align Government and Industry to accomplish the mission, accurately and on time.



Flexible Finance Options

We offer leasing and other flexible financial solutions that take into account budget, color of money, and contractual constraints.



8(a) Woman-Owned Small Business

Our unique status as an 8(a) woman-owned small business facilitates expedited, sole-sourced contracts up to \$4 million in as little as five business days.



Breadth & Depth of Offerings

Four Inc. leverages both its experience with numerous Government contract vehicles and certifications to deliver a wide array of technological offerings to our customers.



Strong Industry-Wide Relationships

We have strong relationships and years of experience with a variety of manufacturers. Our relationships with channel and distribution partners help us deliver complex, multi-vendor solutions.



Our Culture of Excellence

Our commitment to integrity and fairness guides all of our business transactions. We are responsive, attentive, and committed to meeting our clients' needs.

To learn how Four Inc. can help your agency, contact us!

www.fourinc.com

sales@fourinc.com

703.232.1636

Small Business Sizes
 • **SB** = Small Business
 • **SDVOSB** = Service-Disabled Veteran-Owned Small Businesses
 • **HUBZone** = Historically Underutilized Business Zones
 • **EDWOSB** = Economically Disadvantaged Woman Owned Small Businesses
 • **VOSB** = Veteran-Owned Small Business

SEWP V Contract Holders

CONTRACT HOLDER	CONTACT	PHONE	WEBSITE	BUSINESS SIZE
Seeds of Genius NNG15SC86B	Andrea Dawes adawes@seedsofgenius.com	410-312-9804	www.seedsofgenius.com/	SB, EDWOSB
Spectrum Systems NNG15SC88B	Beau Bosley beau.bosley@spectrum-systems.com	571-299-1356	www.spectrum-systems.com/	SB
Sterling Computers NNG15SC89B	Patricia Jacobson patricia.jacobson@sterlingcomputers.com	877-242-4074	www.sterlingcomputers.com	SB
Storsoft Technology NNG15SD89B	Jonathan Evans jevans@storsoftcorp.com	813-513-3673	www.storsoftcorp.com	HUBZone, SB
Strategic Communications NNG15SC90B	Bambi Fox bfox.sewpv@yourstrategic.com	502-813-8018	www.yourstrategic.com	SB
Swish Data NNG15SC91B	Patty Bortz pbortz@swishdata.com	703-543-6919	www.swishdata.com/	SB
Sword & Shield NNG15SD90B	Raymond Kahre rfk@swordshield.com	865-244-3535 865-244-3500	www.swordshield.com	SB
Sysorex NNG15SD91B	Erin Engen erin.engen@sysorex.com	703-356-2900 x592	www.sysorex.com/	SB
ThunderCat Technology NNG15SC92B	Mike Kelly mkelly@thundercattech.com	703-674-0221	www.thundercattech.com	SDVOSB, SB
Transource NNG15SD93B	Marlo Gouin mgouin@transource.com	800-486-3715	www.transource.com	SB
Tribalco NNG15SC93B	Arash Ardalan arash.ardalan@tribalco.com	240-752-6681	www.tribalco.com	SB
TSPi NNG15SD92B	Mary Baltrinic mary.baltrinic@tspi.net	703-434-3618	http://tspi.net/	SB
Unistar-Sparco Computers NNG15SC87B	Scott Houk scott.houk@sparco.com	800-840-8400 x 833	www.sparco.com	SB
VAE NNG15SC94B	Meghan Hoy meghan.hoy@vaeit.com	703-859-5037	www.vaeit.com	SB, EDWOSB
Victory Global NNG15SC95B	Deborah Wright dwright@victorygs.com	615-708-7818 410-884-9310	www.victorygs.com	SB
Vigilant Technologies NNG15SD69B	Pablo Torres pablo.torres@vigilant1.com	480-422-4111	www.vigilant1.com	SDVOSB, SB
VTI NNG15SD94B	Ron Khuong ronk@vti2.com	703-658-0304	www.vti2.com	SDVOSB, SB
Walker and Associates NNG15SC96B	Christopher Walker chris.walker@walkerfirst.com	913-213-9883	www.walkergov.com	SB
Wildflower International NNG15SC97B	Nelson Swindell nelson@wildflowerintl.com	703-819-3616	www.wildflowerintl.com/	HUBZone, SB
Yorktel NNG15SD95B	John Tisdale johnt@yorktel.com	908-675-7072	www.yorktel.com	SB

Putting the Power of

NASA SEWP V

in your hands



“SwishData looks forward to providing our market-leading solutions for cybersecurity, desktop virtualization, data protection, and other advanced technologies to help federal agencies improve performance and achieve their mission goals.” — Bob Kerr, SwishData Vice President

- + SwishData, a woman-owned small business
- + Direct NASA SEWP V contract holder and a member of the SEWP Solutions LLC joint venture

Partners include:



for a full list of partners please visit www.swishdata.com

NAICS: 541519 Group C Small Business
Swish Data NASA SEWP V Contract Number: NNG15SC91B
Contact Info: contracts@swishdata.com | www.swishdata.com



Irv Epstein
SEWP V Program Manager

Email: irve@accelerasolutions.com
Phone: 703-637-7434
Web: www.accelerasolutions.com



On questions to ask & speeding the buying process...

Mr. Epstein: SEWP is the best contract for purchasing IT products and related services. Buyers address the questions that ensure competitive pricing from a selection of Contract Holders who can deliver and support commodity products. But, SEWP is also a great path to solutions deploying newer technologies including Virtualization, Mobility, and Cloud.

Questions that will help evaluate offers and increase solution productivity:

- Describe your pricing model and how it addresses life-cycle costs?
- How would you operate a limited-user pilot?
- How would you leverage lessons learned from the pilot to reduce deployment risks?

On how SEWP makes buying products and services easier...

Mr. Epstein: The program provides comprehensive training and support for customers and Contract Holders before the first RFQ is initiated. PMO performance metrics ensure that processes are followed for maximum efficiency.

One example is the next business day SLA: While change can be traumatic for many government contracts, SEWP thrives on ability of the PMO and Contract Holders to respond to RFQ's, Technology Refresh proposals, delivery requirements, and support on an hourly or daily basis. Thus, buyers get the latest technology available through fast-cycle execution of tech refreshes, quotes, and delivery.

Michelle Popiel
SEWP V Program Manager

Phone: 571-521-5041
Email: michelle.popiel@affigent.com
Web: www.affigent.com

Affigent

On questions to ask & speeding the buying process...

Ms. Popiel: Most importantly, buyers must understand and articulate their specific needs. Customers can too easily miss out on game-changing options because their needs were presented too generically.

Taking the time to understand the specific needs and goals of the end user can help the contracting officer and vendors to secure the best solution to meet the specific objectives of the customer. The bottom line: good communications assure timely delivery of components the customer needs for mission success.

On how SEWP makes buying products and services easier...

Ms. Popiel: The Fair Opportunity provided through SEWP V makes an incredible variety of products and services available to contracting officers without requiring them to solicit quotes from individual vendors.

New products and technologies can be quickly added to the vehicle, increasing the options available to customers, and the 24-hour processing time, range of support options available, and intuitive web interface minimize administrative delays so the customers can focus on getting the tools they need.

In addition, the centralized ordering processing system speeds up processing and takes the burden off the contracting officers; the SEWP PMO provides monitoring and support accessible with a single phone call.

Focused On Virtualization, Mobility and Cloud

Accelerera Solutions is an award-winning, full-service solution provider primarily focused on Virtualization, Mobility, and Cloud solutions. Since inception in 2002, Accelerera has successfully addressed the strategic IT requirements of hundreds of federal government customers including the Defense Health Agency, Department of Justice, Department of Veterans Affairs, Treasury Department, and the Department of Agriculture.

As a new SEWP V contract holder, Accelerera brings new technologies that are the foundation of our solutions to the government-wide base of SEWP V buyers. We do this with:

- A consultative sales and engineering staff that works with customers as a "trusted advisor" to deliver solutions
- Certified competence with innovative Gartner Magic Quadrant industry leaders and SEWP V providers including Citrix, VMware, NetApp, Microsoft, Cisco, and HP
- Long-standing relationships with distributors and with OEMs that lead to competitive pricing and meeting delivery commitments
- Solutions such as remote access on Citrix, storage with NetApp, and the Microsoft Azure Cloud
- Great technology and Accelerera services available through the SEWP V contract.

Learn more at: www.accelerasolutions.com.



The Right Solutions Coupled With Expert Deployment

Affigent, LLC, is an ISO 9001:2008 certified IT solutions provider and value added reseller (VAR) with more than a decade of experience working with federal agencies and the Department of Defense to simplify the IT acquisition process.

As an Alaska Native Corporation, small business, and Small Disadvantaged Business, contracting with us meets federal requirements for utilizing such businesses.

We deliver solutions tailored to each of our customers, providing tools and services that meet specific needs and deliver better outcomes. Our specialties include:

- Enterprise Software
- Cloud Computing and Data Center Optimization
- Mobility
- Networks and Communications
- Cyber and Physical Security
- Infrastructure Services.

We stand by the products and services we provide, and have established partnerships with industry leaders including Adobe, Brocade, EMC, IBM, HP, Juniper, Microsoft, Oracle, and Riverbed. These partnerships ensure we can provide customers with the right solution along with expert deployment, training, and support services.

After delivering more than a billion dollars of total contract value, Affigent was rated as the Number 1 small business and Number 3 overall out of 38 companies on SEWP IV.

Learn more at: www.affigent.com.



Susan Jabbusch
SEWP V Program Manager

Phone: 919-460-1313
Email: susan@cadinc.com
Web: www.cadinc.com



On questions to ask & speeding the buying process...

Ms. Jabbusch: When issuing requests for maintenance or license renewals, you can speed the procurement process by including the BASE PRODUCT SERIAL NUMBER or CONTRACT NUMBER, as appropriate, in your RFQ.

Similarly, including with your request the needed PoP and any special requirements for CO-TERMINATION dates eliminates the delays attendant when this information is not included.

In keeping with the high standard of customer service associated with the SEWP program, we retain this required renewal information for our customers after the first order: something we've always done for our customers.

On how SEWP makes buying products and services easier...

Ms. Jabbusch: During our 30 years of business, we have held many contracts but none with the same customer service focus as the SEWP V Program Office invests into their contract.

The PMO is very responsive to support requests that originate from both Contract Holders and customers; something we have observed firsthand and unique in our experience.

Their requirements for CLIN verification, delivery tracking, fair pricing, warranty assurance and all things required for good procurement all with a modest overhead means the SEWP V vehicle commands the attention of all federal buyers.

From The Ordinary To The Obscure

Carolina Advanced Digital is your IT solutions concierge.

With certified sales and engineering teams, we don't just process orders and requests quickly; we offer an unmatched customer service experience by assisting with pre-sales technical reviews, post-sales support and offering exceptional customer service at every step — from the time you research a solution, through acquisition and implementation, to decommission.

We're celebrating 30 years in business with customers who have worked with us for 20+ years because of our commitment to our core values and exceptional service.

From the ordinary to the obscure, we can help with a breadth of technology needs including: Networking and Wireless; Data Center and Storage; Laptops, Workstations, Tablets; Printers, Scanners, A/V, Readers; Security Technologies; and System Integration, Installation, Support.

Carolina Advanced Digital is a nationally-recognized leader in technology infrastructure and security solutions. Family owned and operated since 1985, the company has been providing exceptional engineering services and products to government, education, healthcare and commercial clients across the United States, including Fortune 100 and 500 companies, DoD and civilian agencies. Headquartered in Cary, NC, Carolina Advanced Digital has offices and resources in North Carolina, Florida and Texas.

Learn more at: www.cadinc.com.



Rebecca Vinduska
SEWP V Program Manager

Phone: 202-320-9869
Email: rebecca.vinduska@copperriverit.com
Web: www.copperriverit.com



On questions to ask & speeding the buying process...

Ms. Vinduska: When looking to fulfill a request for a customer, the most valuable information we can receive is a clear, detailed and contextual Bill of Materials (BOM).

A detailed BOM allows us, the contract holder, to provide the best possible solution — for both products and services — that will meet the customer's expectations. Without this detailed and concise information, it can be difficult to fulfill their requirements and surpass their expectations, which can defeat the purpose of utilizing the SEWP contract vehicle.

On how SEWP makes buying products and services easier...

Ms. Vinduska: The fast, reliable support that is offered through phone and email is invaluable. SEWP goes above and beyond for customers to make sure a requirement is fulfilled, and if not, reaches out to the Contract Holders to find out why the customer did not receive an adequate response. SEWP's availability to train both customers and Contract Holders on how best to use the vehicle is unmatched.

Additionally, changes to the new SEWP V contract make it even easier for Contract Holders to be clear on products that are TAA compliant and even see EPEAT and Energy Star certification levels. It is exceptional customer support, clear and compliant products, and fast, efficient fulfillment that make SEWP stand above the rest.

Custom Designed and Engineered Solutions

From the Department of Defense to Civilian Agencies, **Copper River Information Technology** continues to transform the way their Federal clients do business.

A Federally Recognized Alaskan 8(a) Certified Entity, Copper River IT leverages elite-level partnerships with industry-leading manufacturers including Cisco, Juniper Networks, Brocade, Palo Alto Networks, ForeScout, HP and Dell.

These impressive product portfolios are matched with a team of highly certified engineers and solutions architects that are dedicated to providing the right solution for today's most complex IT initiatives. Each custom designed and engineered solution is crafted to meet the needs of each individual agency's unique environment and spans the full IT lifecycle- from design and deployment to continuous support thereafter. Some of the innovative solutions Copper River IT offers are:

- Enterprise Architecture
- Data Center Services
- Unified Communications
- Wireless Technologies
- Security Solutions
- Disaster Recovery/Continuity of Business Operations Solutions

A proud member of SEWP V, Copper River IT delivers exceptional products and services through cost effective platforms.

Learn more at: www.copperriverit.com.



Bree Burk

SEWP V Program Manager

Phone: 757-343-4795

Email: bburk@fourinc.com

Web: www.fourinc.com



On questions to ask & speeding the buying process...

Greta Nolan, President: Today's government IT buyer is consistently faced with restrictive budget constraints, the rapid emergence of new technologies, and the evolution of "as-a-service" models.

To capture the most from what the industry has to offer while stretching budget dollars, we think that buyers should be asking, "Is there an innovative and efficient way to procure my complex IT requirement?"

The answer is "Yes!" Four Inc. has been delivering such solutions across the Federal Government for many years, and the flexibility of SEWP V makes their delivery easier than ever.

On how SEWP makes buying products and services easier...

Ms. Nolan: SEWP V provides capabilities that enable customers to meet their contracting goals and timelines. Buyers may conduct set-aside procurements to desired socioeconomic classes, such as WOSB, within the Small Business category. Also, products can be added to SEWP V in as little as 24 hours, giving customers rapid access to necessary quotes.

The SEWP V PMO is renowned for its superior customer service and holds Contract Holders to similar standards. Four Inc. is proud to extend its excellent service to SEWP V customers through rapid response times, effective problem-solving and open communication.

Acquiring Technology Through Resale and Flexible Financing

At **Four Inc.**, we pave the way for government agencies to acquire mission critical, best-of-breed technology through resale and flexible financing.

We adapt to the needs of our customers and clients through our IT product resale, financing, and consulting capabilities; we aim to serve our customers ethically and responsibly, while providing them with maximum value.

Four Inc.'s expertise of the federal IT contracting process and our carefully crafted ecosystem of manufacturers and partners have enabled us to expertly deliver the right technology solutions and services to our customers. Through our proven experience and dedication to our core values, we have earned our community's respect and trust.

We have executed financed IT acquisitions in both the public and private sectors. We offer leasing and flexible financial solutions, with varying terms and conditions, to organizations so that they can continue operations and acquire assets while making payments over time by using operational or capital funds.

Four Inc. has received the *Federal Computer Week (FCW)* Top 20 Women Owned Company award for the past 3 years and has been an 8(a) Woman-Owned Business since 2009.

We look forward to helping you solve your IT procurement challenges!

Learn more at: www.fourinc.com.



Mike Tollinger

SEWP V Program Manager

Phone: 210-566-3773

Email: mike.tollinger@m2ti.com

Web: www.m2ti.com



On questions to ask & speeding the buying process...

Mr. Tollinger: Contracting Officers/Buyers should ask about the source of supply.

In the absence of language in the solicitation that restricts products to "OEM Authorized Supply Channels", the government is likely to receive products from "gray market" suppliers. This creates serious security challenges and hidden cost concerns.

While the initial capital expense might be lower for the gray market equipment, in most cases the equipment comes without manufacturer's warranty. The government must then purchase maintenance/warranty for the equipment and the price of the gray market equipment plus the cost of the maintenance/warranty exceeds the price of the equipment proposed with warranty by an OEM authorized supplier.

On how SEWP makes buying products and services easier...

Mr. Tollinger: As a new SEWP Prime Contractor, we have been pleased with the cooperation and support provided by the Program Office. It was immediately evident the SEWP PMO has mature processes that have stood the test of time and this provides customers and contractors with a contract vehicle that helps customers meet acquisition goals and achieve organizational objectives.

SEWP contracts provide customers with an acquisition vehicle that offers Federal agencies an easy to use contract leveraging large contractor pools, highly competitive prices, a low fee for service and a Program Office that's committed to meeting client expectations. Frankly, I'm not sure why a Federal agency would use any other contract vehicle!

Applying Best Practice Principles Produce Sound, Fiscal Solutions

M2 Technology (M2) is an Information Technology (IT) solutions provider specializing in enterprise solutions that range from the Data Center to Client Computing.

The knowledge and experience of our team provides M2 with a balanced perspective from the customer's view, as well as an understanding of the intricacies of the supply chain. Our engineering department is trained and certified across the technology grid and skilled in designing the right solutions to meet complex and mission critical requirements.

Leveraging our Account Teams, we utilize a consultative engagement model while applying "best practice" principles. The end result is an architecturally sound and price conscious solution that complies with the appropriate standards and meets the business needs and mission of the agency.

M2 Technology has extensive background in government acquisitions and program management. The depth of our acquisition experience helps us to assist our customers with their acquisition life-cycle and develop an executable approach to help reduce acquisition time and expense.

M2 is a Small Disadvantaged Business (SDB) and Veteran-Owned company and we look forward to providing our customers with "IT Solutions with a Human Connection".

Learn more at: www.m2ti.com.



Max Kymmell

SEWP V Program Manager

Phone: 757-201-8741

Email: mkymmell@norseman.com

Web: www.norseman.com

**On questions to ask & speeding the buying process...**

Mr. Kymmell: When you, as a customer, have a requirement that needs filled and have identified the solution, time becomes the last piece of the procurement puzzle. So what can you do to expedite that process?

Provide detailed information! Information is king, and the more detailed your procurement request, the better chance you'll be able to convey your needs to the provider, and get exactly what you want, exactly when you want it.

Products are great; but think about how you will utilize them. Have you thought about maintenance, warranty and training requirements?

On how SEWP makes buying products and services easier...

Mr. Kymmell: The SEWP V GWAC IDIQ contract encompasses capabilities that have been fine-tuned over many years and have now culminated into an incredibly intuitive web-based, user-friendly contract vehicle providing every imaginable IT solution needed by over 1000 manufacturers, all offered at competitive prices to our US Federal government customers.

SEWP provides buyers with:

- The ability to quickly procure the latest technologies at competitive prices.
- Virtually limitless choices in both products and manufacturers
- Detailed reporting to track everything you procure.

Working Together For a Common Purpose

Norseman Defense Technologies is an IT solutions integrator based in Elkridge, MD.

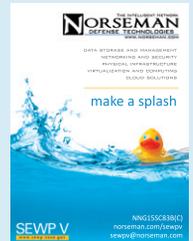
As a small business, Norseman has 20+ years of experience in delivering value to Federal Government entities by providing best-in-breed IT hardware, software and data center solutions with a focus on exceeding expectations.

We believe that success is achieved when two parties team together toward a common focus. The Norseman vision centers on the concept of partnering with our clients.

In order to lead in an environment where change is the only constant, we continually seek strategic relationships with key market leaders to strengthen our ability to deliver technology that is relevant and valuable. This allows us to remain true to the Norseman mission: to help our clients achieve their success.

The SEWP V Contract Vehicle fits perfectly into Norseman's customer first attitude and success strategy. By utilizing NASA's Solutions for Enterprise Wide Procurement (SEWP) contract vehicle and its outstanding track record of serving up fresh technology for Federal Agencies, Norseman is able to provide small business flexibility and adaptability into a big business success. Norseman Defense Technologies is there when IT matters most.

Learn more at: www.norseman.com.

**Doug Lamude**

SEWP V Program Manager

Email: doug.lamude@optivor.com

Phone: 240-646-3966

Web: www.optivor.com

**On questions to ask & speeding the buying process...**

Stuart Chandler, President & CEO: To speed the purchasing process, we recommend defining the exact requirements based on two likely scenarios:

1. Product only (no labor). Include manufacturer name, part number and quantity for each line item. Require proof of good standing (or equivalent) to demonstrate products are coming from authorized sources. Require "NEW ONLY." If order is large, require reseller proof of ability to execute (credit and financial worthiness).
2. Labor (services). Ask for references, product accreditations and certifications, partner level and certified project management (PMP, ITIL, etc.). Require ISO 9000-2008 (or equivalent) to assure quality and mitigate risk.

On how SEWP makes buying products and services easier...

Mr. Chandler: Technology moves quickly. With the frequency of new products entering the marketplace, buyers and sellers cannot always include the latest items on the same schedule.

SEWP V's ability to add items to the contract swiftly is a compelling advantage for SEWP V. This saves time and reduces work for customers and Contract Holders.

Most customers are looking for ways to achieve small business objectives. With SEWP V, they can access competitive small business set-categories. Achieving small business goals is very important to customers and Contract Holders.

Providing Expertise in Enterprise Telecommunications and IT Solutions

Optivor Technologies, LLC (Optivor) is a Woman-Owned Small Business (WOSB) with expertise in enterprise telecommunications and IT solutions.

Optivor has a Quality Management System (QMS) and continually improves its effectiveness in accordance with ISO 9001:2008, QMS requirements.

Optivor's ISO registered processes are proven on Government contracts. Customer support is provided by technically certified staff. Federal customers depend on Optivor's ability to provide superior customer service.

Optivor provides:

- A proven commitment to Supply Chain Management and Supplier Diversity
- Extensive manufacturer/reseller agreements
- Established relationships with national and global Wholesale Technology Distributors
- Financial stability
- A highly effective Corporate Organization with an assigned Project Management Office (PMO)
- Experienced Sales and Marketing staff, dedicated to contract adherence
- Dedicated Quality Assurance unified with an ISO 9001:2008 registered Quality Management System that is established, maintained and improved.

Learn more at: www.optivor.com.



Jo Purdy
SEWP V Program Manager

Phone: 603-442-5546; 603-667-6195
Email: jo.purdy@redriver.com
Web: www.redriver.com

Red River

On questions to ask & speeding the buying process...

Kush Kumar, Senior Sales Director: Contracting Officers often purchase on behalf of end-users; often a variety of questions may arise during the acquisition process, which may take a bit of back and forth to resolve. These questions may include configuration details, equipment compatibility, implementation or installation needs.

By utilizing the SEWP V Enhanced Quote Request Tool with rapid Q&A functionality, Contract Holders and Customers can address questions or concerns and easily update requirements, thus avoiding ordering errors and expediting the procurement process.

On how SEWP makes buying products and services easier...

Jo Purdy, Sr. Program Manager: The training and support provided by the SEWP PMO for both customers and Contract Holders is extraordinary.

For fast answers to questions, Instant Messaging with immediate feedback during business hours as well as an up-to-date FAQ section are available on the SEWP homepage.

The SEWP Contract Holder Relationship Management (CHRM) team was set up specifically to support Contract Holders. Providing both SEWP customers and Contract Holders with tools and support creates a win-win situation and promotes success for everyone.

Technical Expertise, Proven Performance

As an award-winning hardware integrator with 20 years of experience serving the highest levels of the federal government,

Red River ISO 9001 certified and holds two SEWP V contracts (#NNG15SC85B Group C-Small Business and #NNG15SC46B Group D).

Under SEWP IV, Red River consistently received an Excellent rating for all Past Performance categories and was among the top five SEWP providers of IT hardware and services.

"Red River is pleased to have been awarded SEWP V contracts based on our proven past performance, technical expertise and skilled incumbent Program Management and Sales personnel," said Jeff Sessions, Red River's Senior Vice President of Corporate Strategy.

"We look forward to extending the benefits of SEWP to our customers under the fifth iteration of this contract."

Red River's seasoned SEWP management team maximizes value for customers with an array of best-in-class solutions and services to meet technology needs. We maintain the highest levels of partnership and certifications with key OEMs, and were recently named Cisco Systems Americas Partner of the Year: Public Sector and U.S. Public Sector Federal Partner of the Year, Federal Civilian Agency Partner of the Year and Public Sector Partner of the Year.



Learn more at: www.redriver.com/contracts/nasa-sewp-v.

Andrea Dawes
SEWP V Program Manager

Phone: 410-312-9804
Email: adawes@seedsofgenius.com
Web: www.seedsofgenius.com



On questions to ask & speeding the buying process...

Ms. Dawes: Buyers should ask themselves how they can effectively and strategically take advantage of the depth and breadth of the IT solutions offered to the government through the new SEWP V contract. Instead of relying on SEWP V to purchase products here and there, customers should view SEWP as a comprehensive, full-solution IT contract.

SEWP V has grown from 37 to 148 Contract Holders who offer a wide range of product and service competencies. Buyers need to ensure they maximize their purchasing power through SEWP V.

On how SEWP makes buying products and services easier...

Ms. Dawes: First are innovative automation tools that streamline the entire buying process from research to quote to order. The tools allow for efficient contract management from an administrative standpoint for Contract Holders. Secondly, the training offered by the PMO makes conducting business through the contract easy for new customers and employees. Lastly, performance information provided to customers, regarding the Contract Holders, reduces work from the procurement process for the buyer.

Critical information is available to buyers at pre-quote time. The new RFI tools help customers gain valuable information like EPEAT, TAA, and COO and are readily available at product research time.

Specializing In Innovative and Proven Enterprise Architecture

Seeds of Genius (Seeds), incorporated in 2004, is a SBA-certified small, woman-owned business specializing in innovative and proven enterprise architecture solutions that meet the needs of the Federal government.

With a sales and engineering staff certified by top tier IT leaders Oracle, IBM, HP, Dell, Cisco, Hitachi, Brocade, EMC, Novell, Microsoft, Red Hat, Symantec, VMware, and more, Seeds unconditionally satisfies our customers' enterprise requirements. We have in place secure supply chains, industry certifications, reseller agreements, impeccable financials, and the technical expertise to deliver customer-defined IT solutions to exacting specifications on every delivery order. No exceptions.

Seeds was selected to receive the NASA SEWP V award based on industry knowledge, technical expertise, vendor relationships and certifications, fair and reasonable prices, depth and breadth of product offering, timely and accurate delivery performance, and ISO certified business processes.

Capabilities include: Secure Manufacturer Distribution Channel; Systems Integration; Certified Pre-Sales Technical Support; Rack-ing and Integration Services; On-site Certified Technical Support; Imaging and Asset Tagging; Survey, Sizing and Design Reports; and Training Services.

Solutions include: Laptops and Workstations; Tiered Storage Systems and Backups; Servers and Blades; Engineered Systems; Wireless Networking; Datacenter Networking; and Datacenter Virtualization.



Learn more at: www.seedsofgenius.com.

Patty Bortz
SEWP V Program Manager

Phone: 703-543-6919
Email: pbortz@swishdata.com
Web: www.swishdata.com/



On questions to ask & speeding the buying process...

Ms. Bortz: When posting an RFQ, buyers can help streamline the process and help Contract Holders provide the best possible response by providing detailed requirements and ensuring specifications are clear, concise and complete. This includes stating any special requirements, as well as noting any additional documentation needed along with the contract holder's quote.

Customers can also use the RFI or Market Research Request SEWP tools if they are not ready to make an award and need more information on: what is available in the marketplace; or which IT companies are able to respond to their requests and provide recommendations to meet their needs.

On how SEWP makes buying products and services easier...

Ms. Bortz: The SEWP Program Office is the "Gold Standard" for customer service. The SEWP V team provides quick response and assistance via a customer SEWP telephone helpline, dedicated email address and online immediate response "Chat" helpline service during business hours for customers, as well as dedicated email and telephone support for Contract Holders.

Additional assistance includes: how to post on the SEWP Quote Request Tool, Quick RFI Tool, requests concerning purchase orders, SEWP's web-tools, specific on-site customer training and any SEWP-related topic. This assistance, along with easy-to-use automated tools, make the buying process easy for customers and Contract Holders.

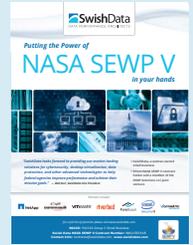
Engineering Innovative Cyber and Data Center Solutions

SwishData is an engineering-first company known for our ability to innovate and provide technical solutions. We help you select the right technologies for your environment and develop detailed project plans with proven execution methodologies from our demonstrated past performance.

Cyber Security and Data Center Infrastructure are SwishData's specialties. We have been providing information technology solutions to Federal customers for over a decade. Deployments include technical sales and leasing, project development, project management, technical design, implementation, training, and technical support services. SwishData changes the game and protects your assets with best available cyber security systems and advanced forensic and behavioral analytics in the identification of hackers and insider threats.

SwishData ensures your data infrastructure integrity and performance meets your exact requirements, from conception through solution deployment. Our cyber solution implementation provides in-depth assessment and requirements formulation, planning and engineering design, cost-effective procurement, seamless transition, comprehensive training with continual operations evaluation and enhancement.

Learn more at: www.swishdata.com.



Arash Ardalan
SEWP V Program Manager

Phone: (301) 652-8450
Email: Arash.ardalan@tribalco.com
Web: www.tribalco.com



On questions to ask & speeding the buying process...

Mr. Ardalan: SEWP V makes purchasing faster and more streamlined compared to other acquisition avenues. Each agency has its own particular requirements when it comes to buying. The most important thing customers can do to speed the buying cycle is to understand how the SEWP V process works.

Fortunately, the SEWP team makes it easy for customers by providing both onsite and online training. The SEWP PMO's promise of communicating responses within 24 hours also offers a significant advantage when time is of the essence.

On how SEWP makes buying products and services easier...

Mr. Ardalan: SEWP is considered by many objective evaluators as the "Gold Standard" for procuring IT products and product-related services in the federal government. This reputation has been earned by making the buying process an extremely easy process from start to finish. Over the 20+ year history of the Contract, the SEWP PMO has excelled in customer service, leveraging experienced staff and delivering on the promise of one business day turnaround.

SEWP's online tools and in person training options allow the customer and contract holder to work from the same sheet of music, eliminating confusion and preventing delays.

Optimizing and Securing Critical Communications Infrastructure

Tribalco provides our customers with world-class information technology solutions that are secure, reliable, scalable, flexible, and cost-effective. We deploy highly-trained and experienced resources with the proven ability to deliver superior results. Tribalco has exceptional performance history of engineering, procuring, integrating, and maintaining enterprise solutions of varying size and complexity.

We deliver unsurpassed technical expertise in support of C2 systems as well as ISR solutions. Our technology portfolio features Inside/Outside Plant Infrastructure, Desktop and Server Virtualization, Data Center Consolidation, Continuity of Operations and Disaster Recovery, and Cloud Computing products and services.

Tribalco's integrated solutions enable collaboration, enhanced productivity and agility across a borderless workplace. We design and integrate telephony and IT applications, while optimizing and securing critical communications infrastructure. Tribalco specializes in acquisition of and engineering innovative communications networks, and holds certifications in multiple advanced technologies.

Our integrated communications portfolio includes Land Mobile Radio, Spectrum Management, Voice over IP, Telepresence, Satellite Solutions, and Physical Infrastructure capabilities.

Tribalco has successfully completed over 500 IT and communications related projects for our government customers.

Learn more at: www.tribalco.com.



Scott Houk
SEWP V Program Manager

Phone: 800-840-8400 x 833
Email: scott.houk@sparco.com
Web: www.sparco.com



On questions to ask & speeding the buying process...

Mr. Houk: Maximizing your IT budget dollars and solving your technology challenges are two goals all government buyers share. When buying IT products, we always encourage our buyers to ask the following questions to help in their decision making process:

- Will the services and products contracted meet required deadlines for installation and implementation?
- If we need products that are not easily attainable to solve our technology challenges, can you get them?
- Are there alternative products we should consider that meet our desired specifications and offer better pricing or other benefits?

On how SEWP makes buying products and services easier...

Mr. Houk: The SEWP V PMO has a customer-first mindset, so you can be assured the procurement process is smooth and advantageous to the government. The PMO is a team of extremely competent and knowledgeable customer service executives solely devoted to meeting the government's needs every step of the way.

The communication process is expertly managed with an efficient escalation process for rapid problem resolution. Besides being a key component of the escalation process, SEWP V's Program Manager closely monitors this and all other processes. The PM's commitment is reflected throughout the SEWP V PMO.

Christopher Walker
SEWP V Program Manager

Phone: 913-213-9883
Email: chris.walker@walkerfirst.com
Web: www.walkergov.com



On questions to ask & speeding the buying process...

Jane Hefner Brightwell, Vice President: SEWP has a great track record of holding Contract Holders accountable to delivering timely, reliable customer service. The SEWP PMO has key metrics that assist the Contract Holder stay focused on the attributes of supply chain management.

Over the past four iterations of SEWP, JoAnne Woytek and her staff have honed in on the metrics that truly give a good picture of performance of each contractor. They have set the bar high in performance for SEWP V which will constantly challenge Contract Holders to improve, communicate and stay focused on delivering on time with the correct product.

On how SEWP makes buying products and services easier...

Ms. Brightwell: Many SEWP Contract Holders offer a secure supply chain where they only provide product from known sources; have inspection processes in place to validate product; and have direct contractual relationships with critical OEMs that require delivery of compliant product. Buyers can feel safe that they are procuring product from a bonafide supply chain partner.

Being a head of the curve is getting more difficult every day as technologies such as IT and Telcom converge and evolve into Software as a Service (SaaS) and Cloud computing. The NASA SEWP PMO encourages Contract Holders to bring these new technologies and services that support cost savings, energy savings and promote this evolution to the SEWP buyer community.

Meeting and Exceeding Client Needs

Unistar-Sparco has been meeting and exceeding our federal, state and local government agency clients' needs and expectations for over 23 years, thanks in part to our effective senior management team's combined 78 years of IT industry expertise, and exceptionally low employee turnover.

This means that you'll build long-lasting relationships with our team of dedicated, service-oriented professionals that are positioned to expertly meet your IT solution needs. As an ISO/IEC 20000-1:2011 certified company, we are committed to providing you superior response time and exceptional customer service, and won't stop until we've surpassed your expectations.

We'll analyze your business challenges with you to understand your current and future needs, and develop short and long-term solutions to meet your specific timelines and budgets. We specialize in helping you do more with less.

Unistar-Sparco offers a line of over 1 million IT products that include more than 20 specific, standards-based, commercially available IT services and solutions encompassing over 1,500 OEMs via 17 nationwide distributors. If we don't have it and you need it – we'll get it for you on time and at the best price.

We are proud to have been honored by inclusion in the *Inc. 5000* six times; *CRN Solution Provider 500 List* five times (formerly *VAR500*); the *Business TN Hot 100*; and *DiversityBusiness.com's Top Businesses*.

Learn more at: www.sparco.com.



Premier Supplier of IT and Networking Products/Solutions

As a national, woman-owned small business, **Walker and Associates, Inc.** is the premier supplier of IT and communication networking products and solutions to government agencies, contractors, and to the commercial market. Walker supplies and stocks products from leading manufacturers and has been in business for over 45 years as an IT/communication Value-added Equipment Distributor.

Walker understands the federal acquisition process and the transaction processes behind it to make government buying easy. We know how you get results, and we're prepared to help you reach objectives faster, within budget, and within specified performance parameters. The company's broad range of manufacturers include industry standards you know and trust, giving you additional confidence as you work on strategic business solutions for your company.

Walker offers a variety of Information Communications Technology (ICT) networking technologies and devices for government users such as servers, Ethernet switches & routers, optical networking, power conversion & protection, computers, peripherals, phones, VoIP, AV systems and enterprise security software. Additionally, Walker provides communications infrastructure for outside environments including fiber/copper connectivity & cabling, power systems, enclosures, fiber distribution systems and wireless networking for bases and campuses.

Learn more at: www.walkergov.com.



John Tisdale
SEWP V Program Manager

Phone: 908-675-7072
Email: johnt@yorktel.com
Web: www.yorktel.com



On questions to ask & speeding the buying process...

Mr. Tisdale: More often than not, buyers are not asking the right questions to ensure they are receiving the desired return on investment. Cutting costs in the early stages of deployment does not translate into long-term savings and efficiencies.

Too many vendors are not able to offer the necessary maintenance and support expertise throughout the life of the purchased product or solution. As a result, federal government agencies can find themselves in the undesirable position of having to incur additional costs and downtime, which hinders productivity.

On how SEWP makes buying products and services easier...

Mr. Tisdale: SEWP V not only dramatically expedites contract execution, but also streamlines the buying process for federal agencies by providing access to vetted partners who can deliver state-of-the-art tablets, desktops; servers; IT peripherals; network and storage systems; security; software; cloud services; videoconferencing systems, IT and AV products; coupled with installation, training and maintenance.

Since its inception, SEWP has been universally recognized as a trusted, revolutionary contract vehicle and established leader in the Federal Acquisition Community. The SEWP Program Office manages a suite of government-wide IT product solution contracts that provide NASA and all federal agencies with timely access to mission-critical technologies.

Cloud and End-to-End UC and Video Solutions

Yorktel is the leading worldwide provider of cloud, unified communications and collaboration (UC&C), video managed and media services. The company, which holds ISO 27001 Certification, is entering its 30th year with a portfolio comprised of unified communications and collaboration solutions, secure and open video conferencing and communications, interoperability, BYOD, telepresence, video technical staffing, cloud services, and managed media, is currently utilized by agencies including DOE, DOED, SSA, VA, USDA, DOJ, and HHS, as well as the U.S Armed Forces and Fortune 500 enterprises.



Yorktel's Video Managed Services include two world-class, multi-lingual VNOCs operating 24x7x365 to ensure a reliable, consistent user experience across all platforms and geographies. Yorktel VideoCloud, its Enterprise-Class Video Conferencing-as-a-Service, is a comprehensive cloud-based videoconferencing service that enables businesses to leverage Yorktel's global hosted video infrastructure in lieu of purchasing costly infrastructure or to augment existing internal capabilities. Yorktel is hardware agnostic and works with the world's foremost vendors, such as Cisco, Polycom, LifeSize, Vidyo, Microsoft Lync/Skype, Acano, and Pexip.

From system assessment to design, integration and management, Yorktel's end-to-end UC and video solutions enable customers to successfully integrate video into their operations to maximize productivity and efficiency and achieve cost savings.

Learn more at: www.yorktel.com.



**Putting You
ON THE
Frontlines
Of IT Innovation**

To Download:
<http://digital.onthefrontlines.net>
Click link or Scan QR code

Sponsorships:
Contact Tom Trezza: 201-670-8153;
ttrezza@trezzamediagroup.com



SEWP V Contract Guide

Published by
**ON THE
Frontlines
MEDIA GROUP**
OTFL Media Group
<http://digital.onthefrontlines.net>



Tom Trezza, Publisher
201-670-8153; ttrezza@trezzamediagroup.com



Jeff Erlichman, Editor
jefferlichman@onthefrontlines.net



SEWP's Sweet 16!

SEWP Contract Holders give 16 sweet reasons you should use SEWP for your next IT buy!

Because the size of the average PO (Purchase Order) is between \$125,000-150,000 (almost \$200,000 in September), it is clear customers are using SEWP for strategic IT purchasing.

To find out why SEWP is so sweet, OTFL canvassed our Contract Holder sponsors. Here are 16 sweet reasons!

1 Federal agencies of all sizes prefer the NASA SEWP purchasing contract. The reason is simple: SEWP has the right products, at the right price, right now. As technology trends shift and advance, the catalog of SEWP products changes with it. The strong, competitive nature of the contract ensures low pricing and fast delivery.

2 Ten years ago no one would have considered lighting a building as an IT procurement. Now it's part of an intelligent building service you will find in the data center as smart networks monitor the buildings electricity usage and 'people traffic' and adjust accordingly. SEWP's goal is to be the place to find innovative and effective solutions to the government's needs even before they know they need it.

3 SEWP has a long-standing reputation of premier customer service in the Federal Acquisition Community. Customers can be confident that the program will provide the best value throughout the procurement process.

4 The SEWP PMO is always looking for new ways to improve the program with an amazing staff poised to adapt and implement user suggestions. The program never stops changing and evolving.

5 The SEWP Program Office is an experienced, very accessible team that provides assistance to customers and Contract Holders throughout the order management process, from posting RFQs, RFIs or Marketing Research Requests through quoting and processing of orders with pre- and post-award support.

6 The SEWP team has in place automated tools and processes, making it simple for centralized order processing and consistent communication between the SEWP PMO and its customers and Contract Holders. Assistance is always available.

7 SEWP is hands-down the most transparent and well-managed Federal Government contracting vehicle available, with effectively streamlined procedures and a transparent procurement and communication process.

8 The customer service provided by the SEWP PMO is second to none. There is always someone available to answer questions to assist users every step of the way.

9 The framework and scope of SEWP allow new products to be added as needed, including those for new technologies such as cloud, Big Data and Health IT.

10 SEWP PMO also tracks orders and keeps Contract Holders accountable for the delivery times promised. They are involved throughout the entire procurement process.

11 SEWP V is a great vehicle because of the short learning curve. Essentially, the SEWP contract acts only as a basic procurement framework. Each customer is able to utilize their own procurement processes and paperwork to manage their acquisitions. Specific requirements, payment schedule, terms and conditions, etc. are all determined as needed by the customer.

12 All task order contracts are Firm Fixed Price, minimizing risk to customers.

13 The online Quote Request Tool (QRT) is a convenient means for meeting Fair Opportunity requirements, as all SEWP contracts are pre-competes.

14 Price: Federal customers are challenged to "do more with less." SEWP V's reduced fee structure gives customers the ability to buy more for less. The 0.39% fee structure is low. We've seen customers pay 3%, 4% and even 5% for purchases, spending hundreds of thousands needlessly on other contracting vehicles. SEWP V wins on price.

15 Speed and Execution: SEWP V is capable of new adding items within and responding to inquiries 24 hours. There is no faster IDIQ for customer requirements.

16 Quality: The NASA SEWP V PMO holds Contract Holders to high standards, and demands quality throughout the program.

Delivering IT Solutions

#TheSeedsExperience



SEWP@SEEDSOFGENIUS.COM
410.312.9805

980 MERCANTILE DRIVE, SUITE L
HANOVER, MD 21076

SBA CERTIFIED WOMAN OWNED
SEWP V CONTRACT #NNG15SC86B

SEEDSOFGENIUS.COM



Agency Specific SEWP

DoD, Interior, VA, Air Force and NASA have taken their SEWP relationship to the next level.

SEWP contracts are currently used by all Federal Government Agencies.

Agencies may have specific procurement procedures for using the contracts and SEWP can provide this guidance upon Agency request.

For example these agencies have provided guidance/information to their users:



DoD signed a Memorandum of Agreement with NASA regarding use of the SEWP contract. The MOA establishes a framework for the relationship to support the mission of both agencies and to improve efficiencies and leverage resources and capabilities. In particular the MOA establishes procedures for the use of the SEWP contract by DoD.



The **USAF's** IT Commodity Council has determined that it serves USAF's immediate short-term strategic sourcing solution to authorize purchase of Electronics Flight Bags (EFBs)/ iPads and Tablets through the NASA SEWP contract.



Interior updated its IT hardware acquisition strategy to require that all enterprise IT hardware purchases be made through SEWP.



VA leadership at the VA has decided that using the NASA SEWP contracts would be more cost effective and would give them more control over their contracting needs - in addition it would enable to focus on its core mission. Veterans Affairs mandated use of the NASA SEWP Contracts in memo format on June 1, 2007.



NASA has mandated that SEWP be the first source for procuring IT products and services and should be the first source before using non-NASA contracts.

If your Agency would like to provide specific instructions for utilizing SEWP, or any other procurement related information, please contact the SEWP Helpline at (301) 286-1478 or email help@sewp.nasa.gov.

SEWP PLOTs to Help CIOs

PLOT stands for Program Level Outreach Team.

They are playing an essential role communicating how SEWP makes it easier for CIOs do their jobs.

PLOT is going to agencies with this message:

Don't use SEWP to just 'buy an item'; come to SEWP for your overall acquisition requirements. To deliver that message, SEWP is increasing its one-on-one conversations with CIOs and procurement chiefs.

"We put together a team that goes out and talks with them; asking them 'how can we help your agency?' We tell them what we can do for them," Joanne Woytek, SEWP PM said.

"Often CIOs and agencies are wary of using outside contracts because agencies don't want to give up control."

CIOs get more control when SEWP is used.

"We have to tell CIOs we give them MORE control than if they use their own (reporting); we give them more reporting and more insights to what they are buying," Ms. Woytek noted.

With 20 years of experience, SEWP has the infrastructure and the staffing that CIOs most often can't duplicate.

"It might be free for them to do their own (reporting), but for a 0.39% fee, it's a small price to get the large amount of feedback, reporting and control we give them," explained Ms. Woytek.

To schedule your PLOT meeting, contact SEWP Customer Service.



THE INTELLIGENT NETWORK

NORSEMAN
DEFENSE TECHNOLOGIES

WWW.NORSEMAN.COM

DATA STORAGE AND MANAGEMENT
NETWORKING AND SECURITY
PHYSICAL INFRASTRUCTURE
VIRTUALIZATION AND COMPUTING
CLOUD SOLUTIONS

make a splash



SEWP V

www.sewp.nasa.gov

NNG15SC83B(C)
norseman.com/sewpv
sewpv@norseman.com



Joanne Woytek

SEWP Program Manager

Part 2

continues from page 8

next level ASAP; our goal is not to hold anything up, but to facilitate the movement of information and movement of orders and interaction between Contract Holders and customers.

OTFL: Are you expanding SEWP training?

Ms. Woytek: Training has always been a key part of SEWP. When we were smaller it was always nice to go out and meet our customers one on one.

Now with 20,000 customers that is a little less available; we use WebEx technologies and our video training has been enhanced. They complement our key training methodology which is to go out to our customers; because it's not just training, it's a one-on-one or one-on-many meeting. There we learn what the issues are and bring it back to our staff and make things better.

We are expanding that effort; we are looking at cities (e.g. San Diego, Denver, Washington DC) where agencies can come to us and meet as a larger group and they can interact with each other.

OTFL: What is a PLOT Team?

Ms. Woytek: PLOT stands for Program Level Outreach Team. 2 ½ years ago we changed our mission and vision statement. No longer are we under the radar but rather are leading the way; taking command of acquisition leadership. We are going to agencies not just to say 'buy this item', but come to us for your acquisition requirements overall. To do that you have to talk with CIOs and procurement chiefs, you just can't have a training session.

So we put together a team that goes out to those folks and talks with them; asking them "how can we help your agency?" We tell them what we can do for them. Often CIOs and agencies are wary of using outside contracts because agencies don't want to give up control.

We have to tell CIOs we give them MORE control than if they use their own (reporting); we give them more reporting and more insights to what they are buying. With our 20 years of experience, we have the infrastructure and the staffing they can't duplicate. It might be free for them to do their own contracts, but at 0.39% it's a small price to get the large amount of feedback, reporting and control we give them.

OTFL: Cloud, Big Data, Health IT, Cybersecurity are technologies in demand; how is SEWP positioned to provide new technology?

Ms. Woytek: When buying new technology, customers already think of SEWP! One of the key reasons customers like coming to us and find us useful *is* because they can get the new technology that is coming out.

SEWP serves as a framework for purchasing. Our catalog changes every day based upon customer requests. We have a structure to add products that are considered new technology such as Big Data and cloud as needed. It is up to customer to define what they want; if they can define what they want we can define a way to get it on our contract.

One of the key reasons customers like coming to us and find us useful *is* because they can get the new technology that is coming out.

OTFL: Finally what are five enhancements in SEWP V that are improvements over SEWP IV?

Ms. Woytek:

- (1) Tracking and reporting
- (2) The increased number of companies improve competition and responsiveness;
- (3) Small business functionality at the DO level;
- (4) Adding to the scope: Health IT, sensors and services that go with it; and
- (5) Enhanced tool sets; we are building better tools and constantly enhancing them.



**THEY MAY LOOK THE SAME.
BUT LEADERSHIP, INSTINCT & TRUST
ALWAYS BRINGS ONE TO THE FRONT.**

2700 Manufacturers. Certified Engineering & Project Management.

More than 4,000 IT solutions delivered with a 100% customer acceptance rate.

Expect the best.

CONTACT US TODAY TO EXPLORE THE POSSIBILITIES

www.Optivor.com | 888-302-7400

GROUP C

Woman Owned Small Business (WOSB)

Contract #: NNG15SC84B



NAICS 541519

NASA SEWP V

Group D

VARs (Value Added Resellers)

• Full and Open Competition
Scope is the same for ALL Groups

RFQs

- Submitted separately to Group A (which has a different NAICS code)
- Or submitted to any combination of B, C, and D.

ExpertViews You Can Use

Thanks to these sponsors for making the SEWP Contract Guide possible.
On the following pages, these IT experts offer their best advice on:

- What questions to ask when buying IT
- How to speed up the buying process

- How the customer service provided by the SEWP PMO benefits them
- What world-class IT solutions that are available to you through SEWP.

Group D Profiles

GovConnection

GovConnection
Phone: 301-340-3409; 800-800-0019 x78086
Web: www.govconnection.com
page 72

Insight

Insight
Phone: 703-606-1985
Web: www.ips.insight.com
page 72



Northern Technologies Group, Inc. (NTG)
Phone: 813-885-7500
Web: www.ntgit.com
page 73

PRESIDIO

Presidio
Phone: 301-623-1884
Web: www.presidio.com
page 73

softchoice

Softchoice
Phone: 312-655-9167; 877-333-7638 x 3219
Web: www.softchoice.com
page 74

VT Group

VT Group/VTMicom
Phone: 757-463-2800
Web: www.vt-group.com
page 74



SIMPLIFY IT PROCUREMENT

Make the Most of Every Dollar with SEWP

For more than 30 years, our team of experts has transformed technology into complete solutions that advance the value of IT.

As a SEWP V Contractor, GovConnection offers professional services, complete lifecycle support, innovative ideas, and the vast purchasing power to:

- Streamline processes
- Reduce costs
- Increase productivity
- Maintain sustainability initiatives



CONVERGED
DATA CENTER



NETWORKING



SECURITY



CLOUD



SOFTWARE



MOBILITY



LIFECYCLE

GovConnection and SEWP provide
the purchasing power to do more.

we solve IT.

Call or click today and get started.

1.800.800.0019

www.govconnection.com/SEWP

SEWP V Contract Holders

As of July 1, 2015. Visit www.sewp.nasa.gov for updates.

Small Business Sizes

- **SB** = Small Business
- **SDVOSB** = Service-Disabled Veteran-Owned Small Businesses
- **HUBZone** = Historically Underutilized Business Zones
- **EDWOSB** = Economically Disadvantaged Woman Owned Small Businesses
- **VOSB** = Veteran-Owned Small Business

CONTRACT HOLDER	CONTACT	PHONE	WEBSITE	BUSINESS SIZE
ACC NNG15SE01B	Alberto Donoso alberto@acconline.com	571-395-4174	www.acconline.com	SB, EDWOSB
AccessAgility NNG15SC23B	Zaib Kaleem zaib@accessagility.com	703-870-3949	www.accessagility.com	VOSB, SB
Affigent NNG15SC24B	Michelle Popiel michelle.popiel@affigent.com	571-521-5041	www.affigent.com/	SB
All Points Logistics NNG15SC25B	Patricia Blevins pblevins@allpointssl.com	703-483-8575	www.allpointssl.com	VOSB, SDVOSB, SB
AT&T NNG15SE02B	Kim Williams kw065p@att.com	571-354-4094	www.corp.att.com/gov/	Other Than Small
Blue Tech NNG15SC26B	Guy Stone gstone@bluetech.com	619-497-6060	www.bluetech.com	HUBZone, SB
Carahsoft Technology NNG15SC27B	John Lee john.lee@carahsoft.com	703-871-8646	www.carahsoft.com/	SB (Group A Only)
CDW-G NNG15SC28B	Carroll Genovese carrgen@cdw.com	703-621-8227	www.cdwg.com	Other Than Small
Copper River NNG15SC29B	Rebecca Vinduska rebecca.vinduska@copperriverit.com	202-320-9869	www.copperriverit.com	SB
CounterTrade Products NNG15SC30B	Angela Dumm adumm@countertrade.com	303-424-9710	www.countertradeproducts.com	SB
CWPS NNG15SC31B	Pat DuLaney pdulaney@cwps.com	571-353-7468	www.cwps.com	SB
DiSYS Solutions (DSI) NNG15SE04B	Brian Oliver brian.oliver@disyssolutions.com	571-306-7603	www.disyssolutions.com	SB
DLT NNG15SC98B	Juvy Zapanta juvy.zapanta@dlt.com	703-773-9215	www.dlt.com	SB (Group A Only)
DRS NNG15SE05B	Kirby Mills kirby.mills@drs.com	321-482-6341	www.drs.com	Other Than Small
DSCI NNG15SE03B	Gary Naville gnaville@dsci.com	732-542-3113	www.dsci.com	Other Than Small
Emergent NNG15SC33B	James Flint jflint@emergent360.com	703-635-2616	www.emergent360.com	SB (Group A Only)
Force 3 NNG15SC34B	Cheryl Hill chill@force3.com	410-774-7238	www.force3.com/	SB (Group A Only)
GDIT NNG15SC35B	Kevin Rigotti kevin.rigotti@gdit.com	757-389-4879	www.gdit.com	Other Than Small
GovConnection NNG15SC36B	Rena Robinson rrobinson@govconnection.com	301-340-3409 800-800-0019 x78086	www.govconnection.com	Other Than Small

Unleash Your Potential with **Softchoice**

Making the most of IT means understanding all the moving parts – from understanding the problem, to creating the solution and acquiring the technology, to managing it over time. It's the sort of big picture thinking Softchoice provides every day to hundreds of Federal Customers around the country.

Expect Softchoice to give you breakthrough technologies that drive greater efficiency, combined with services to help you maximize your investments. Reliable, cost-effective fulfillment means you get what you need, when you need it.

What We Do



Consult - Bring Clarity
Expertise that drive business outcomes.



Implement - Holistic Solutions
Connection to a community of technologists.



Manage - Optimize Efficiency
Quality service based on long-term relationships.

- Small Business Sizes**
- **SB** = Small Business
 - **SDVOSB** = Service-Disabled Veteran-Owned Small Businesses
 - **HUBZone** = Historically Underutilized Business Zones
 - **EDWOSB** = Economically Disadvantaged Woman Owned Small Businesses
 - **VOSB** = Veteran-Owned Small Business

SEWP V Contract Holders

CONTRACT HOLDER	CONTACT	PHONE	WEBSITE	BUSINESS SIZE
GovPlace NNG15SC37B	Michael Guercio mguercio@govplace.com	703-466-5192	www.govplace.com	SB
GTRI NNG15SC38B	Torie Monzon torie@gtri.com	720-836-7436 720-854-8191	www.gtri.com	SB (Group A Only)
Hyperion NNG15SE07B	David Ruesch druesch@hyperioninc.com	703-848-8850	www.hyperioninc.com	SB
immixGroup NNG15SC39B	Jenni Taylor Jenni_Taylor@immixGroup.com	703-677-9804 703-752-0610	www.immixGroup.com/SEWPV	Other Than Small
Insight NNG15SC40B	Gayle Troan gayle.troan@insight.com	703-606-1985	www.ips.insight.com	Other Than Small
Intelligent Decisions NNG15SE08B	Allison McIntosh amcintosh@intelligent.net	703-554-1665	www.intelligent.net	SB (Group A Only)
Iron Bow Technologies NNG15SC41B	Jodie Vaughn Jodie.vaughn@ironbow.com	703-674-5283	www.ironbow.com	Other Than Small
JUNOVenture NNG15SE09B	Pat Healey Phealey@junoventure.com	410-610-2226	www.junoventure.com	SB (Group A Only)
MicroTech NNG15SC42B	Linda Terrizzi lterrizzi@microtech.net	703-637-3238	www.microtech.net	Other Than Small
NAMTEK NNG15SE10B	Keith Turgeon kturgeon@namtek.com	603-488-6608	www.namtek.com/	SDVOSB, SB
NTG NNG15SC43B	Jeff Wilder Jeff.Wilder@ntgit.com	813-885-7500	www.ntgit.com/	SB, EDWOSB
PCMG NNG15SC44B	Melissa Turner melissa.turner@pcmg.com	703-594-8122	www.pcmg.com	Other Than Small
Presidio NNG15SC45B	Betsy Johnson bjohnson@presidio.com	301-623-1884	www.presidio.com	Other Than Small
Red River NNG15SC46B	Jo Purdy jo.purdy@redriver.com	603-442-5546 603-667-6195	www.redriver.com	SB
SHI International NNG15SE11B	Keith Walker SEWP@shi.com	888-744-4084	www.shi.com	Other Than Small
SMS NNG15SC47B	Ben Friedman brf@sms.com	703-288-8132	www.sms.com	Other Than Small
Softchoice NNG15SC48B	James Kman james.kman@softchoice.com	312-655-9167 877-333-7638 x 3219	www.softchoice.com	Other Than Small
Sterling Computers NNG15SC49B	Patricia Jacobson patricia.jacobson@sterlingcomputers.com	877-242-4074	www.sterlingcomputers.com	SB

VT Group

VT-Milcom (dba VT Group)

Leaders in Information Technology

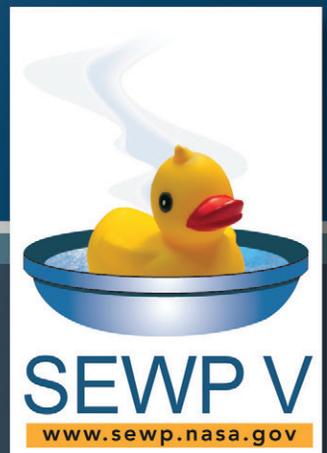
- Network and System Engineering
- Cyber Security and Information Assurance
- Audio Visual Systems
- Healthcare Technology
- Electronic Security and Surveillance
- Passive Optical Networks



- Prime contract holder for SEWP V #NNG15SC53B
- Premier Federal prime contract holder for 45 years
- ISO 9001:2008 registered large business

Engineering Solutions
for Everyday Missions

www.vt-group.com



Small Business Sizes
 • **SB** = Small Business
 • **SDVOSB** = Service-Disabled Veteran-Owned Small Businesses
 • **HUBZone** = Historically Underutilized Business Zones
 • **EDWOSB** = Economically Disadvantaged Woman Owned Small Businesses
 • **VOSB** = Veteran-Owned Small Business

SEWP V Contract Holders

CONTRACT HOLDER	CONTACT	PHONE	WEBSITE	BUSINESS SIZE
Strategic Communications NNG15SC50B	Bambi Fox bfox.sewpv@yourstrategic.com	502-813-8018	www.yourstrategic.com/home	SB
Technica NNG15SE12B	Lori Beckert SEWP_PM@technicacorp.com	703-662-2045 703-662-2000	www.technicacorp.com	Other Than Small
TIG NNG15SE13B	Jerrie Dodd jerrie.dodd@tig.com	208-378-8886	www.tig.com/	Other Than Small
Tribalco NNG15SC51B	Arash Ardalan arash.ardalan@tribalco.com	240-752-6681	www.tribalco.com	SB
Unicom NNG15SE14B	Maggie Dooley maggie.dooley@unicomgov.com	703-502-2937	www.unicomgov.com	Other Than Small
Unisys NNG15SC52B	Judy Harvell Judy.Harvell@Unisys.com	703-439-3666 800-398-8090	www.unisys.com	Other Than Small
Vology NNG15SE15B	Mary Shaup mshaup@vology.com	813-387-4180	www.vology.com	Other Than Small
VT Milcom NNG15SC53B	Jodi Darnell jodi.darnell@vt-group.com	757-463-2800	www.vt-group.com/	Other Than Small
Walker and Associates NNG15SC54B	Jane Brightwell jane.brightwell@walkerfirst.com	336-250-6078	www.walkergov.com	SB
WWT NNG15SC55B	Sean O'Rourke sean.orourke@wwt.com	314-919-1652	www.wwt.com/	Other Than Small

Sponsor Advertisement Index

<i>Sponsor</i>	<i>Page</i>
immixGroup.....	2
Presidio.....	5
Red River.....	9
Tribalco.....	11
Copper River.....	13
Affigent.....	15
DLT.....	17
Carahsoft.....	19
Regan Technologies.....	27
Government Acquisitions, Inc.	29
FedBiz IT.....	31
Cynergy Professional Systems.....	33
Accelera.....	39
Walker and Associates.....	40-41
M2 Technology.....	43
Unistar-Sparco Computers.....	45
Four, Inc.....	47
Swish Data Corporation.....	49
Seeds of Genius.....	59
Norseman Defense Technologies.....	61
Optivor Technologies.....	63
GovConnection.....	65
Softchoice.....	67
VT Milcom.....	69
Northern Technologies Group (NTG).....	71
Yorktel.....	75
Carolina Advanced Digital (CAD).....	77
Insight Public Sector.....	78-79
HP.....	Back Cover



Innovate - Execute - Optimize



 **CLOUD COMPUTING**

 **NETWORK ENGINEERING**

 **SYSTEMS INTEGRATION**

 **UNIFIED COMMUNICATIONS**

WWW.NTGIT.COM

Northern Technologies Group, Inc. (NTG) is a minority woman owned world class consulting organization and value added reseller established in 2002. We provide Data Center Virtualization and Cloud Computing, Network Infrastructure, Unified Communications, and Department of Defense Tactical network systems integration and deployment support. NTG engineers maintain the highest levels of engineering certifications providing a force multiplier, supporting the warfighters critical requirements around the globe.

813-885-7500
www.ntgit.com

FOLLOW US:



SEWP@ntgit.com
Contract: NNG15SC43B Group D
EDWOSB (8m)

Rena Robinson
SEWP V Program Manager

Phone: 301-340-3409; 800-800-0019 x78086
Email: rrobinson@govconnection.com
Web: www.govconnection.com



On questions to ask & speeding the buying process...

Ms. Robinson: Be clear with requirements. We often see ambiguous requests, which cause delays when the contract holder must ask for clarification. If there are additional documents to be included with a quote response, be sure to clearly point them out as a requirement for consideration.

Additionally, it is helpful to evaluate quotes quickly. Technology changes at a rapid pace and lengthy delays can result in discontinued technology when the award is made. This can extend the process if order modifications are required.

On how SEWP makes buying products and services easier...

Ms. Robinson: It's easy to add products to the SEWP contract. Tech refresh submissions are approved within 24 hours of submission, which allows customers to get what they need quickly. The SEWP contract also provides another layer of oversight for customer orders. Orders are monitored closely for compliance and delivery times, and SEWP V Contract Holders are held accountable for their performance. Lastly, products are previously competed. Therefore, the basis for reasonable prices is pre-established by the SEWP V PMO.

SEWP offers the widest selection of technology products available on any contract, so adding products is fast and easy. Additionally, all Contract Holders are vetted and held accountable for performance on the contract, helping us make customer service a top priority.

Meeting The Expressed Needs of Government

As a leading National Solutions Provider, we connect people with technology that enhances growth, elevates productivity, and empowers innovation.

Founded in 1982, PC Connection, Inc. delivers valuable IT services and advanced technology solutions to business, government, healthcare, and education markets.

GovConnection, a subsidiary of PC Connection, is designed to meet the needs of the government sector of the marketplace.

Today, we serve our customers through our staff of highly trained Account Managers, our team of on-staff experts, and our efficient procurement websites.

Twice recognized by Forbes as one of "America's Most Trustworthy Companies," our goal is to provide customers with the expert guidance, state-of-the-art tools, and exceptional service to solve their technology challenges.

Throughout our community, we strive to inspire success and increase the value of IT investments.



Learn more at: www.govconnection.com.



Gayle Troan
SEWP V Program Manager

Phone: 703-606-1985
Email: gayle.troan@insight.com
Web: www.ips.insight.com



On questions to ask & speeding the buying process...

Ms. Troan: IT buyers can accelerate the purchasing process in a number of ways. Before the process even begins, it pays to research the right partners.

Are you working with agnostic partners who really want to help you find the right solution? Or are you working with a vendor that's tied to selling a single solution? It's also important to do due diligence at the beginning of the process to define the proper requirements, identify contract vehicles and ensure that proper parameters are placed in the RFQ.

On how SEWP makes buying products and services easier...

Ms. Troan: For the buyers, the SEWP PMO works diligently to ensure that the contract has current technology manufactured by reputable manufacturers, sold by the OEM's themselves (or by authorized resellers). They maintain a catalog that buyers can access to see what technology is on the contract, and which contractors have that technology available.

For the Contract Holders, the PMO operates a swift and efficient technology refresh process, and maintains a robust quote and ordering portal to facilitate the buying process, always staying within the SEWP requirements.

Combining a Far-Reaching Supply Chain With Expert Tech Resources

Insight Public Sector, Inc. is the public sector sales and marketing subsidiary of Insight Enterprises, Inc. — a \$5.1 billion global reseller headquartered in Tempe, Arizona. The federal group of Insight Public Sector is headquartered in Chantilly, Virginia with sales reps located across the country.

Insight has been a leading provider of hardware, software, and services solutions to public sector and commercial customers for 27 years. We offer products sourced from thousands of OEM's and software publishers, including all of the top-tier names in the industry such as Microsoft, Cisco, HP, Symantec and many others.

Our unique model combines our far-reaching supply chain with an array of advanced services and expert technical resources to provide federal agencies of all sizes with every possible level of solution support, whenever it's needed.

Our broad technical scope and capabilities combine to create the premier single source to accomplish your diverse IT goals. With a complete portfolio of hardware, software and services, we can support you at every stage — from planning, delivery and implementation to ongoing life-cycle management.

The SEWP V contract is an ideal sourcing vehicle for Insight, allowing us to offer our complete array of technology and services under one common contracting umbrella.

Learn more at: www.ips.insight.com.



Jeff Wilder
SEWP V Program Manager

Phone: 813-885-7500
Email: Jeff.Wilder@ntgit.com
Web: www.ntgit.com



On questions to ask & speeding the buying process...

Mr. Wilder: When purchasing IT solutions and or services via SEWP V, what is the one thing buyers can do to ensure they receive timely quotes that accurately depict their request?

The more detailed and precise a customer describes the business requirement (requirement driven solutions, specific parts list, or engineering services required) the greater the chance their order will be processed successfully in a limited timeframe and quotes received will be accurate and can be used to make informed decisions.

On how SEWP makes buying products and services easier...

Mr. Wilder: What elements should you, the buyer, consider while reviewing quotes for services received via SEWP V?

The more complex the service you are requesting, the more cautious you should be on the vendor you choose to award your business. As the old adage goes, "If it seems to be too good to be true, it most likely is". Our advice is to choose an engineering focused company that primarily provides consultant based services, such as NTG.

The SEWP contracts have an outstanding track record of offering a vast selection and wide range of advanced technology to all federal agencies and their authorized contractors. SEWP V was awarded through Full and Open Competition. It offers low prices, the lowest surcharge (0.39%), and the easiest and fastest ordering procedure.

Deploying Talented Professionals To Address Evolving Requirements

Northern Technologies Group, Inc. (NTG) is a world class consulting organization and value added reseller established in 2002.

NTG is a minority, woman owned business dedicated to providing superior and innovative IT solutions for customers in the federal and commercial workspace.

We provide Data Center Virtualization and Cloud Computing, Network Infrastructure, Unified Communications, and Department of Defense Tactical network deployment and support. We recognize intellectual talent and practical experience as our core competencies, and essential to our customers' success. In every engagement we deploy talented professionals with extensive experience, multiple specialties, and proven track records.

Our organization maintains strategic relationships with the world's leading technology companies in order to provide state-of-the-art solutions to achieve our customer's mission objectives. In order to design the optimal solutions, NTG engineers maintain the highest levels of engineering certifications across the industry.

NTG demonstrates exceptional leadership by analyzing and assessing emerging technologies to address our customer's evolving requirements and providing cost effective and innovative solutions. NTG's approach to supporting the warfighters has consistently proven to be a "force multiplier" around the globe.

Learn more at: www.ntgit.com.



Betsy Johnson
SEWP V Program Manager

Phone: 301-623-1884
Email: bjohnson@presidio.com
Web: www.presidio.com

PRESIDIO

On questions to ask & speeding the buying process...

Ms. Johnson: There is one specific question that buyers do not ask when purchasing IT products. And that is, can you provide on-site training to ensure that I am receiving the full benefit from my IT product?

As a SEWP IV contract holder, we have received inquiries on training, installation and other support services. And I can say as one with over 10 years of management experience and currently is Presidio's SEWP Deputy Program Manager, that to save time and money, buyers should consider adding training to their request.

On how SEWP makes buying products and services easier...

Stacy Byrd, Director of Sales DoD: SEWP V's framework makes the buying process easier for customers. Presidio's PMO understands the unique requirements for government contracts and is designed for management, service, and support that ensures successful fulfillment of orders.

With more than 20 years of Federal IT experience and more than 15 years' experience with the SEWP Program, I know first-hand that the SEWP PMO has created the most effective, efficient government contract of its kind. The PMO has adapted to the government buying cycle and created tools to make procurements easier, cleaner, and smarter.

Harness the Limitless Power of IT to Take Your Business Forward

At **Presidio**, we think, architect, implement and support the practical reality of IT every day.

We strive to provide the highest level of customer support to our SEWP customers. Presidio has a designated SEWP Program Management team to assist with quotes, orders, and customer assistance.

Presidio partners with industry leaders to develop and support the answers to our clients' IT challenges. We've earned the highest certifications from all of our strategic partners in the areas of data center, collaboration, security, contact center and core networks.

We make it possible for our federal clients to harness the limitless power of IT to drive their business forward. By taking the time to deeply understand how your business works we architect transparent, enduring technology solutions that meet your immediate needs — and prepare your agency for tomorrow.

As one of the largest solutions providers in the U.S., we combine experience and stability with federal expertise and service, so you can rest assured we'll be there to help you serve your agencies mission.

We are not just trusted partners, we enable new thinking.

Learn more at: www.presidio.com.



James Kman
SEWP V Program Manager

Phone: 312-655-9167; 877-333-7638 x 3219
Email: james.kman@softchoice.com
Web: www.softchoice.com



On questions to ask & speeding the buying process...

Steve Levine, Vice President of Sales, U.S. Public Sector: In today's world of complex IT solutions, the purchasing agent should obtain as much information as possible from the program office on the products and/or services being procured before posting an RFQ.

This process will help validate the customer's requirements and reinforce that the business problem they are trying to solve is being addressed. Also, please provide adequate time for the Contract Holders to respond beyond the 72-hour default window to allow the contractor to submit a holistic solution.

This might take a little extra time in the RFP response phase, but in the end will save time overall for the buyers, Contract Holders, end users and will allow for a more complete solution.

On how SEWP makes buying products and services easier...

Mr. Levine: The SEWP PMO is a truly unique aspect of the NASA SEWP Contract and one of its best assets. Unlike other GWACs, the PMO has complete oversight of every step of the procurement process.

The staff is knowledgeable, professional, courteous and completely unbiased. They personally review every transaction and ensure complete contract compliance from both contract holder and customer. It's this daily, hands-on approach from the PMO that helps keep this contract be the most efficient and lowest cost GWAC out there.

Adding Value At Every Step of the Tech Lifecycle

Softchoice Corporation is a leading North American provider of IT solutions and managed services.

With over 1,200 employees, we manage the technology needs of thousands of corporate and public sector customers, including the U.S. Treasury Department, U.S. Navy, U.S. Army, U.S. Department of Veterans Affairs, and the U.S. Department of Justice.

As a prime contractor under the previous SEWP IV program for 7 years, we helped federal government agencies acquire the latest hardware, software, networking, servers, storage and security. We partner with over 2,500 vendors from Microsoft, Cisco and Adobe to Sophos, Dell, VMware, HP and Box.

Our assessment-led approach to technology includes solution design, implementation, and asset management, as well as access to a comprehensive distribution network – enabling our clients to save time, save money and reduce risk.

Softchoice Cloud Services provides a comprehensive set of solutions, making it easy to source, implement and manage multiple cloud services. And, as a managed services company, we also monitor, maintain and improve the performance and utilization of our clients' IT infrastructures over time.

Put simply, we add value at every step of the technology lifecycle – from initial consultation, to implementation and management.

Learn more at: www.softchoice.com/gov.



Jodi Darnell
SEWP V Program Manager

Phone: 757-463-2800
Email: jodi.darnell@vt-group.com
Web: www.vt-group.com



On questions to ask & speeding the buying process...

Ms. Darnell: The rapidly changing IT environment presents constant challenges to the procurement cycle. The first step to ensure a successful procurement is to define the requirements clearly. Work closely with the end-user to fully-understand the requirements so they can be accurately delineated in the RFP/RFQ.

Post RFP/RFQ issuance, a swift award decision can occur when the focus is on capabilities and necessary outcomes. Factors such as experience and personnel capabilities have a significant impact on successful IT solutions. Often the lowest bidder doesn't offer the best value to the government.

On how SEWP makes buying products and services easier...

Ms. Darnell: The SEWP PMO has put in place multiple mechanisms to make the buying process streamlined and convenient for government customers and the Contract Holder. For customers, the Quote Request Tool (QRT) is a handy online tool that facilitates reaching targeted primes for bids while fulfilling Fair Opportunity requirements.

For Contract Holders, the SEWP online portal makes it easy to respond to RFQs, add new manufacturers, and manage our contract. Additionally, the SEWP PMO responds quickly to our questions, which helps us be successful as a Prime.

The Broadest Range of Technology Products

VT Milcom (dba VT Group) is a solutions integrator that has been serving the government for more than 40 years. Through the NASA SEWP V program, we can offer agencies a vehicle to purchase a comprehensive solution from our core strengths.

Optical LAN: Experienced, turnkey customized solution provide; Design/build approach saves time and money.

Audio Visual: Utilize a four-phase process: (1) needs assessment, (2) design, (3) installation and configuration, (4) and training, warranty and support.

Wireless Solutions: Wide range of solutions to provide collaboration on the go; Vendor neutral approach to accommodate customers' varied needs.

Cyber Security: Certified cyber security engineers — CISSP, CISM/CISA

Electronic Security: Registered security contractor with technicians holding clearances; Full service offering of surveys, assessments/threat analysis, design, engineering, product and installation, training, and maintenance.

Mission Critical Facilities: Exceptional past performance with network operations centers, mission control facilities, switching centers, and containerized mobile data center solutions.

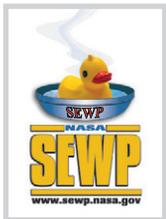
Healthcare: Leading healthcare communication solutions integrator to mobilize healthcare staff and increase patient satisfaction.

Learn more at: www.vt-group.com.





Yorktel integrates and manages your video and collaboration systems and delivers global support expertise throughout its life cycle.



Yorktel is entering its 30th year of serving the Federal government with a portfolio comprised of unified communications and collaboration solutions, video conferencing, interoperability, BYOD, telepresence, media & streaming services, integration, VNOc (through staffing) and help desk. These solutions are currently utilized by agencies including DOE, DOED, SSA, VA, USDA, DOJ, and HHS, as well as the U.S Armed Forces.

SEWP V Contract:
Group C: #NNG15SD95B



Making Complicated Simple.

240.898.2400 | www.yorktel.com/sewp



Jeff Erlichman

Editor, *On The FrontLines Magazine*

SEWP: A Government Success Story

This is the 5th iteration of the SEWP GWAC. Wow!!!

How often does anything anywhere reach a 5th iteration?! And for those who remember IT buying before SEWP; those who cheered the passage of FASA — the Federal Acquisition Streamlining Act — and the Clinger-Cohen Act that revolutionized government IT buying in the 1990s, SEWP's success can only be cheered.

Imagine how different government IT buying would be without SEWP!

When asked about the key element driving SEWP's success over the past 20 years, Joanne Woytek, SEWP PM, said without hesitation: "Communication is our underlying strength. We put an emphasis on knowing our customers and being in contact with our customers."

Bigger, Better, Faster, Stronger

Focusing on communication has made SEWP bigger, better, faster and stronger.

As we get bigger we add more Contract Holders, we get better in our process; and we get faster in what we do and become a stronger buying vehicle for the customers, Ms. Woytek said, noting that "one of the key reasons customers like coming to us and find us useful is because of all of the new technology that is coming out."

"SEWP serves as a framework for purchasing; our catalog changes every day and is based upon customer requests; so we have built in the framework and scope to add products as needed. We have everything covered; everything that is considered new technology such as Big Data, Cloud or Health IT."

Ms. Woytek emphasized "It is up to customer to define what they want; if they can define what they want, we can define a way to get it on our contract; for simple things we say a day, but it could take weeks if the requirement is complex; but if it is really new we can be one of the first contracts to have it available."

SEWP's goal is to be the place to find innovative and effective solutions to the government's needs even before they know they need it.

SEWP also makes it easy to decide whether to do a set-aside buy at the Delivery Order (DO) level. On the Quote Request Tool, there is a line denoting business size. If a buyer wants only Economically Disadvantaged Woman-owned or Service Disabled Veteran firms, the tool will select all the companies that fit and allow them to do a set-aside at that level.

Not only does this increase competition between small businesses, it also increases options for the customer on how to fulfill requirements for set-aside buys; it also fulfills Fair Opportunity because they will have to have two or more companies in that designation.

Increasing Scope

Everything is, or will one day be computerized. That reality coupled with growing customer demand, have allowed SEWP to expand the scope defining IT products and services.

So, now if health equipment has an IT

component; for example a stethoscope collects data and uploads to a device in a digital format to another source, it is In scope. The same for sensors that collect and transmit data for analysis; they are in scope and are available on SEWP.

Also in scope are monthly subscriptions. Previously you could buy a phone, tablet or laptop using SEWP, but none of the monthly subscriptions for data services, Internet or cell service. No longer; think how great that will be for cloud-based services where flexible subscription services are the norm.

Also new to SEWP are "cradle to grave" services for products bought on SEWP. Device destruction is a key security element. And when it comes to services, if the product is in scope and the service is related to the product, there is no limit to amount of services can be acquired.

With a \$20 billion ceiling per contract, there really is no limit to what you can achieve using SEWP. Use their success to ensure your success.

Whether you're shopping for a basic 48-port switch or a specific 30-pin CAC card reader for 4th generation iPads...

We're Your IT Solutions Concierge.



Networking

Data Center

Cloud Solutions

Cyber Security

Laptops, Tablets, Printers

Audio, Video, Accessories

With certified sales and engineering teams, we don't just process orders and requests quickly; we provide an unmatched customer service experience by assisting with pre-sales technical reviews, post-sales support, and offering exceptional customer service at every step — from the time you research a solution, through acquisition and implementation, to decommission. From the ordinary to the obscure, we can help with a breadth of technology needs.

We're celebrating 30 years in business with a commitment to our core values and exceptional service.

<http://sewp.cadinc.com>
sewp@cadinc.com • 800-435-2212 x308



CAROLINA ADVANCED DIGITAL, INC



Our business is citizens.
Not servers.



Insight Public Sector is committed to connecting federal agencies to intelligent technology. That means connecting you to the right technology, enabling better outcomes on your most critical objectives.

See what intelligent technology can do for you.
Visit insight.com/federal.



The day is on. The race is on. The pressure is on.

Welcome to a world where everything is connected and expectations never rest, while government faces decreasing budgets, increasing cybersecurity threats, and data explosion.

HP's portfolio of technology infrastructure, software and services meet your demanding business requirements. Built on a bedrock of engineering excellence, you can expect the reliability and security you need to deliver citizen services and meet your business and mission objectives.

At HP, we understand delivering superior value to the government means more than 24x7 focus, agility and innovation. It means partnering together to create efficiencies – helping you do more, with less.

Learn more at hp.com/go/sewp

