

TOP CONTRACTORS, FISCAL 2006

VENDOR	TOTAL AMOUNT
GTSI CORP.	\$45.4 MILLION
NORTHROP GRUMMAN COMPUTING SYSTEMS	\$37.1 MILLION
IBM CORP.	\$26.5 MILLION
CDW-G	\$16.2 MILLION
UNISYS CORP.	\$13.5 MILLION
GOVERNMENT MICRO RESOURCES INC.	\$13.4 MILLION
GTSI-SUN	\$12.3 MILLION
COUNTERTRADE PRODUCTS INC.	\$11.7 MILLION
HEWLETT-PACKARD-COMPAQ	\$10.7 MILLION
SGI	\$10.4 MILLION
SWORD & SHIELD ENTERPRISE SECURITY INC.	\$9.9 MILLION
FCN INC.	\$9.3 MILLION
IGOV.COM	\$6.9 MILLION
HEWLETT-PACKARD CO.	\$5.6 MILLION
DLT SOLUTIONS INC.	\$3.7 MILLION
INTELLIGENT DECISIONS INC.	\$4.0 MILLION
TECHNICA CORP.	\$4.0 MILLION
MIRATEK CORP.	\$2.3 MILLION*
EYAK TECHNOLOGY LLC	\$1.9 MILLION*
PSI TECHNOLOGY	\$108,199*

*8A \$3 MILLION CONTRACT CAP

COMPARISON SHOPPING

How SEWP III and ECS III compare on a few products	SEWP III	ECS III	AVERAGE RETAIL PRICE
PANASONIC TOUGHBOOK I8 TABLET PC (1.2-GHz Pentium M, 512MB RAM, 60GB hard drive)	\$3,527	\$3,644	\$3,704
HP COMPAQ DC7100 BUSINESS DESKTOP (3.2-GHz Pentium 4, 1GB RAM, 80MB hard drive)	\$1,323	\$1,142	\$1,334
HP PROLIANT DL380 G4 SERVER (2-way, 3.4-GHz Xeon, 1GB RAM)	\$2,914	\$2,767	\$4,530
CISCO AIRONET I231 WIRELESS AP (IEEE 802.11 b/g)	\$593	\$579	\$635
MICROSOFT WINDOWS SERVER 2003 ENTERPRISE EDITION (single license)	\$1,599	\$1,599	\$1,722
MICROSOFT INTERNET SECURITY AND ACCELERATION SERVER (Standard edition, 1 license)	\$887	\$887	\$942
SANSUNG SYNCMASTER 940T FLAT PANEL DISPLAY (19-inch TFT, 1,280 by 1,024, DVI, VGA)	\$407	\$407	\$465
PALM TUNGSTEN E2 (Palm OS, 32MB RAM, TFT display, IrDA, Bluetooth)	\$216	\$240	\$245
SUN STOREDGE C4 TAPE LIBRARY (4U, 15.2 TB to 30.4 TB, 38 slots, SCSI LVD)	\$2,878	\$2,887	\$2,904

SOURCE: GTSI Corp.



SEWP at a glance

WHO RUNS SEWP?

NASA

PROGRAM MANAGER:

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NUMBER OF VENDORS:

17 total; some are in more than one category.
Large: 10
Small: 5
8(a) (small, disadvantaged): 4
Woman-owned: 2
Veteran-owned: 2
HUBZone: 0
Service-disabled-veteran-owned: 0

PRODUCTS AND SERVICES AVAILABLE:

Primarily high-end workstations and servers, related peripherals, network equipment and storage devices, though it has been expanded in recent years to cover all IT categories.

WHEN WAS SEWP ESTABLISHED?

The current authorization, SEWP III, started in 2001.

FEES:

All customers are charged 0.65 percent per order, to a maximum of \$10,000. Vendors often waive the fee.

CONTRACT SIZE:

SEWP I: \$495 million over 5 years
SEWP II: \$1.9 billion over 4 years
SEWP III: \$3.8 billion over 5 years, to date

CONTRACT SALES OVER THE LAST FIVE FISCAL YEARS:

2002: \$790 million
2003: \$1 billion
2004: \$920 million
2005: \$770 million
2006 to date: \$300 million

CUSTOMERS:

About 1,500 government sites have used the contract; SEWP II and III have averaged about 12,000 orders per year.

WHICH OTHER GWACS OR MACS COMPETE WITH SEWP?

The GWAC most similar to SEWP is the National Institutes of Health's Electronic Commodities Store III, run by NIH (GCN Tech Acquisition Guide, May 8, Page II).

WHAT'S NEXT?

SEWP III's authorization ends this summer, but NASA has issued an RFP for SEWP IV. The deadline for responses is July 17, and Woytek expects a contract award in the fall. SEWP IV will run seven years and will allow more of each purchase to go toward services, which were capped at 30 percent under SEWP III.