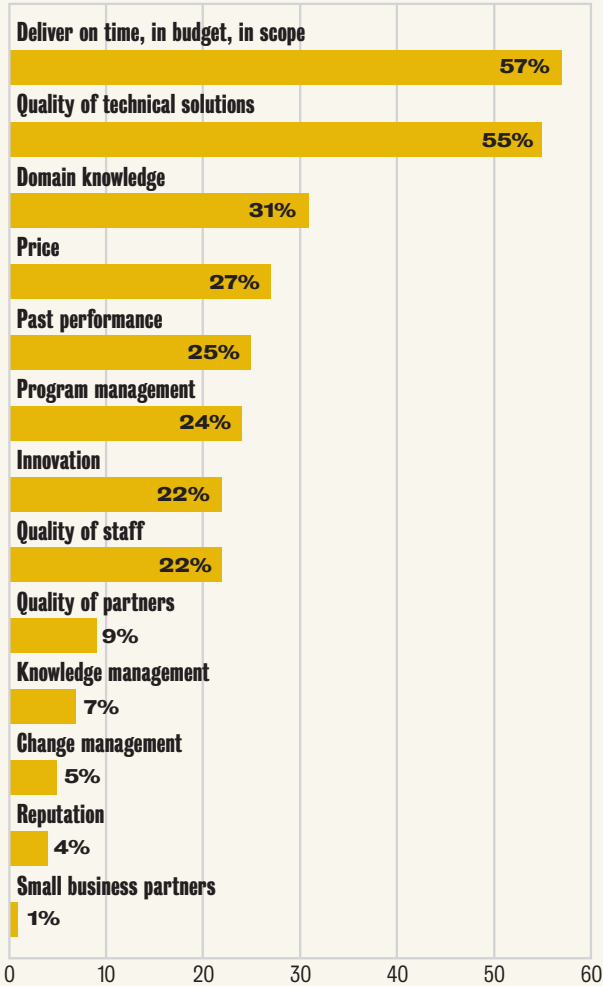
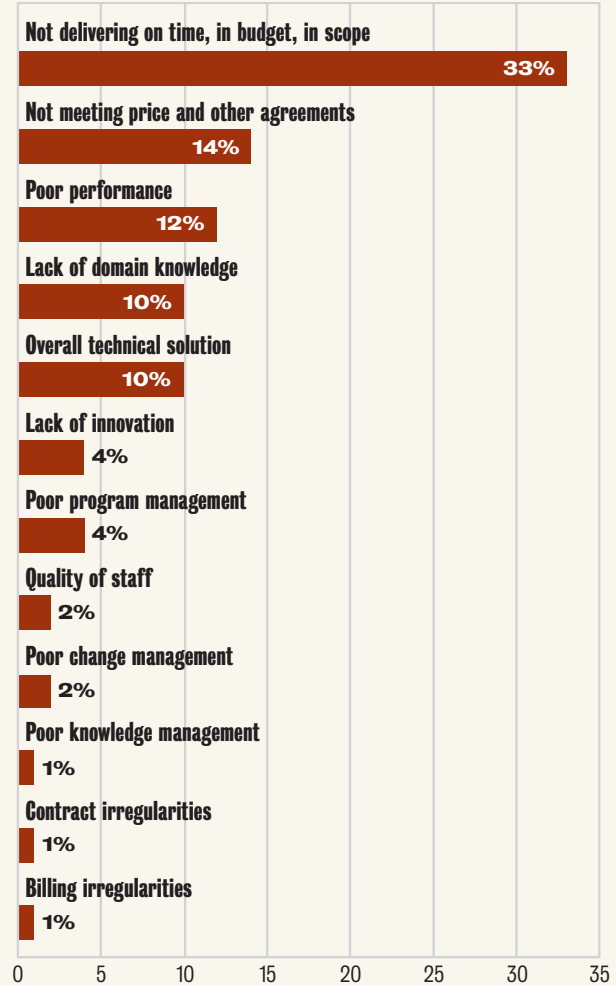


Contract awards: Secrets (and pitfalls) of success



Why your company wins



Why your company loses

Results are from a survey of government officials by Campbell Communications Inc. In the survey more than 470 government procurement and IT officials were asked to name the top three

factors that they used to decide why to hire a systems integrator and why not to hire a systems integrator.

The survey also covered other perceptions

and attitudes about computer systems, networking and communications and enterprise software firms. For results, e-mail John Campbell at john@campbellsurveys.com.