

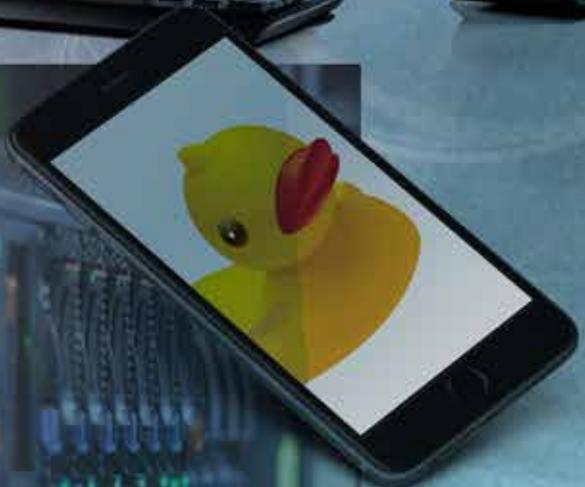


24/7/365 online resources available  
at [www.sewp.nasa.gov](http://www.sewp.nasa.gov)

NASA

# SEWP V

2016-2017 GWAC Guide



## SEWP Mission

The SEWP Program Office manages a suite of government-wide IT products and services contracts that enable NASA and all Federal Agencies to achieve their missions and strategic initiatives by providing streamlined access to critical technologies and solutions.

The Program provides best value for the Federal Government and American taxpayer through innovative procurement processes, premier customer service and outreach, acquisition insight, and partnership with Government entities and Industry.

## SEWP Vision

SEWP will provide Federal Agencies high availability access and insight to strategic solutions through utilization of SEWP's suite of ICT products and services.

High level agency decision makers will have direct access to their acquisition data to assist with strategic oversight and control of internal ICT acquisition and external supply chain processes.



## 350+ Technology Flavors (and Counting)

**immixGroup offers more than 385,000 IT products and services from 350+ 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](http://www.immixGroup.com/SEWPV) or call **703-752-0610**.



### **SEWP V Contracts**

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



# SEWP V

## GWAC Guide 2016-2017



**Joanne Woytek**  
SEWP Program  
Manager

“Hello, I am Joanne Woytek. I am the NASA SEWP Program Manager. Welcome to the 2016-2017 SEWP V Contract Guide. It contains all the information you need to use SEWP for your next IT product or product based services requirement.

SEWP stands for Solutions for Enterprise-wide Procurement. It's an IT, communications (ICT) and AV products and product based services contract. SEWP is an OMB authorized GWAC — Governmentwide Acquisition Contract — and is used by all Federal agencies.

The 145 pre-competited Contract Holders vetted by SEWP provide the entire federal agency community with a way to quickly purchase IT, telecommunications, networking equipment, peripherals and all the services related to products both pre- and post- installation.

We have products ranging from \$1 cables to multimillion dollar super computers. We have services from simple services to full data services. We provide installation, maintenance, warranty and product based services. And we have a 50 person customer service team dedicated to your success.

With SEWP, your agency doesn't have to worry about how to set up a contract; how to get the products you need and how the pricing is done. All that is done for you so that all you have to worry about is your requirements and your technical needs.

We look forward to serving you.”

### Inside this issue

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### SEWP At Your Service



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Health IT, Sensors, Monthly Phone/Data Subscriptions Now In Scope!

# ICT Products & Product Based Services In Scope

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



**Joanne Woytek**  
SEWP Program Manager



“Product based engineering services are basically any services that a customer needs that have a product basis to them. It doesn't have to be a specific product.

Examples are support for AV systems or network optimization services or even a consultant to help determine how best to use existing IT products. The key word is “product”. As long as there is basis of a “product” in that requirement, it will now be within the scope of SEWP.”



### Go Old School!

Pick up the phone and call 301-286-1478!  
A live SEWP staffer will service your needs!

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



## In Scope ICT

### Products

#### Information Technology

- Computer Hardware
- Tablets
- Storage
- Security

#### Software & Cloud Software

- Virtualization and Cloud Computing
- XaaS (e.g. SaaS = Storage as a Service)

#### Networking & Communications

- Network Appliances
- Routers
- Modems
- Telecommunication Devices and Monthly Service

#### Supporting Technology

- Sensors
- Health IT
- Scanners
- Printers
- Copiers
- Shredders
- Associated Supplies and Accessories
- Monthly Subscription (e.g. phone/ data services)

#### AV/Conferencing

- A/V Equipment and Accessories
- TVs
- Display Monitors
- Projectors and Screens

### Product Based Services

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

### What services CAN'T you buy on SEWP?

There are only two types of services you cannot get on SEWP V.

**1. General support.** You can't hire general support like a business analyst to help you change your business processes at your agency. There is no product involved.

**2. General software development.** If someone wants to build a brand new software package, those services are not on SEWP. There is no existing product involved.

If you are uncertain if a product or service is in scope, send your requirements to [help@sewp.nasa.gov](mailto:help@sewp.nasa.gov) for review.

# PRESIDIO

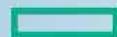
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To learn about our Advance IT Solutions visit  
<http://www.presidio.com/federalsolutions>

# Say “YES” to SEWP!

## When Customers Talk, SEWP Listens — And Responds

While SEWP PM Joanne Woytek is often happy about SEWP, she is never satisfied to stick with the status quo.

Neither is the 50 person SEWP staff, nor are SEWP customers. They are always asking SEWP to do more — and as always, SEWP responds.

### **Q. Sensors and Health IT were not available on SEWP IV. What about SEWP V?**

**A. YES!** Both are now. So you can buy the IT system that includes sensors. And buy Health IT.

Now the 0.39% fee is included in the price and paid by the Contract Holder directly to SEWP.

### **Q. My agency needs a standard, vetted laptop and desktop configuration? Can SEWP help?**

**A. YES!** You can use the Government-wide Strategic Solutions (GSS) for Desktops and Laptops ordering systems through SEWP. Six desktop configurations (one standard, two upgrades and

three security enabled) and six laptops (one lightweight, one standard, one high end and three security enabled) are now available.

### **Q. I have a complex AV system. Also I need product based services for my network and cloud requirements. Can I buy services for these products using SEWP V?**

**A. YES!** The basic services were always available — training, warranty, maintenance and installation. SEWP V added product based engineering services. Those are any service having a product basis. It doesn't have to be a specific product, but as long as there is basis of a “product” in that service requirement — such as an AV system or network — it will now be within the scope of SEWP.

### **Q. If I have an RFQ out and I am not getting responses. Can SEWP help?**

**A. YES!** In the QRT tool, SEWP added two (2) links/buttons for Contract Holders to provide immediate feedback to customers. One says: “I plan to quote”. As soon as a Contract Holder sees an RFQ and they want to quote, they press the link/button telling the customer “I don't have anything yet, but I plan to quote”. One says: “I would quote”. The Contract Holder would respond if they had more time or more information about the requirement.

### **Q. Micropurchasing using a credit card is convenient, but I need a list of vetted vendors to satisfy my contracting office. Does SEWP have such a list?**

**A. YES!** Visit the Credit Card/Micropurchase web page where you will find a list of SEWP Contract Holders with contact information you can contact directly to request a quote.

### **Q. I need help tracking my SEWP orders and overall spending. Can SEWP help?**

**A. YES!** SEWP provides tracking, reporting and status information to the customer from beginning to end. In addition CIOs and procurement chiefs can get a weekly report telling them everything their agency has purchased, helping them track whether they are meeting FITARA requirements and know what's going on with their contracts.

### **Q. I need a \$1 cable? Can I buy something that inexpensive on SEWP?**

**A. YES!** Products range from \$1 cables to multimillion dollar super computers. Plus cloud services from simple services to full data services. SEWP provides the entire federal agency community with a way to quickly purchase IT, telecommunications, networking equipment, peripherals and all the services related to products both pre- and post-installation.

### **Q. Fees often are too high and raise the cost of my purchase. Can SEWP lower my fees?**

**A. YES!** Now the 0.39% fee is included in price of product and paid by the vendor directly to SEWP. It is no longer a separate line item. Customers no longer have to be concerned with the fee because it is a competition driven decision and the vendor will make decision on margin. Customers should concentrate on final cost.

### **Q. My agency has contractors who manage computer systems and are responsible for buying needed hardware? Can they use SEWP?**

**A. Yes!** To authorize a contractor to purchase from the SEWP contracts, the authorizing contracting officer should send a copy of the authorization letter to the SEWP Program Management Office (PMO). Contact the SEWP PMO for details of what needs to be included.

*Continued on page 47*



# Cynergy Professional Systems

## Information Technology & Communication Systems

Cynergy Professional Systems brings over 35 years of federal contracting experience for Information Technology and Communications products and services. Cynergy is the only SEWP Contract holder with all five Socio-Economic Certifications, 8(a), SDVOSB, EDWOSB, HUBZone and Small Business.

We provide hardware and software from leading OEM partners, and maintain the highest level of Federal Reseller Authorization with these partners. Cynergy key proficiencies include:

- Land Mobile Radio Systems
- Unified & Covered Communications
- Advanced Computing Systems
- Network Design & Optimization
- Physical Security

NNG15SD20B - Group B SDVOSB  
NNG15SC67B - Group C Small Business



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[info@cynergy.pro](mailto:info@cynergy.pro)



# Joanne Woytek

## SEWP Program Manager

Joanne Woytek, SEWP Program Manager, 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: Why is SEWP growing so fast?

**Ms. Woytek:** We added two somewhat simple things that proved to be effective in adding to our usage — sensors and Health IT. Those are two pieces were not in SEWP IV. SEWP V allows for a full solution when you are buying IT systems that include sensors. When you need a Health IT system, the full suite of items is available.

Another important reason is now we are getting buy in from the CIOs.

They benefit because we give them reports, we give them control, and we give them tracking. All of that helps. Also I attribute the growth to 145 companies. Having more companies' means you can serve more customers.

Today, the customer is getting about 4 to 5 quotes per RFQ. 90% of the RFQs are getting a response. Our non-response rate for RFQs has dropped from almost 20% to less than 10% with SEWP V.

Further, there is more and more emphasis on agency level usage. We want our customers to see us not just as a single order solution, but a full solution for their agency.

At end of July 2016 we were about 35% ahead from last year. My goal was 25%. We are now averaging about 25-30 new customers a day registering at our site. All the agencies are registering and ordering.

### OTFL: Communicating with customers is essential. How are you keeping in touch with your customer?

**Ms. Woytek:** We have a Chat Line for immediate response used daily during business hours by our customers. We are on Facebook, Twitter and Linked-In. We send out a "FAQ of the Week" and there is our website. Customers can always send us an email to [help@sewp.nasa.gov](mailto:help@sewp.nasa.gov).

We have a 50 member staff and 30 members get that Help email. Whatever person needs to work on it will immediately jump on it. It won't take three days of going from one person to another, it will get to the right person immediately and then they will respond.

So there is a built-in dedication of the entire staff that we will respond immediately to our customers and typically phone calls in business hours you will get an answer that day.

One of the things I get from customers is "I called you and you answered the phone." And our view is "That is what phones are for!"



**Joanne Woytek**  
Program Manager,  
SEWP

“Product based engineering services will be our biggest area of growth once our customers understand how broad the scope addition is.”



### OTFL: Reporting and tracking are valuable services you provide to your customers. What new services are you providing?

**Ms. Woytek:** A big change on SEWP V has been developing ways to help agencies so they see us as a useful tool for them to use in all of their acquisitions of IT and IT related products and services. So we focused on the tracking and reporting to agencies of what

was purchased using SEWP.

We are focused on CIOs and procurement chiefs. And now 10 agencies (and growing) get a weekly report from us giving them detailed data on what products and services their agency has purchased. This information helps them meet the requirements of FITARA and know more about their internal IT operations.

One of our main goals is to be an information conduit. We don't make decisions for customers, but give them information so they can make those decisions.

### SEWP At Your Service



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We are proud to be prime contract holders,  
Group C #NNG15SC64B and Group D #NNG15SC29B

to find out more visit [www.copperriverit.com/sewp-v](http://www.copperriverit.com/sewp-v)



# 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 145 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.

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 selection of SEWP Groups, selecting multiple groups provides the best

# 145 Prime Contract Holders

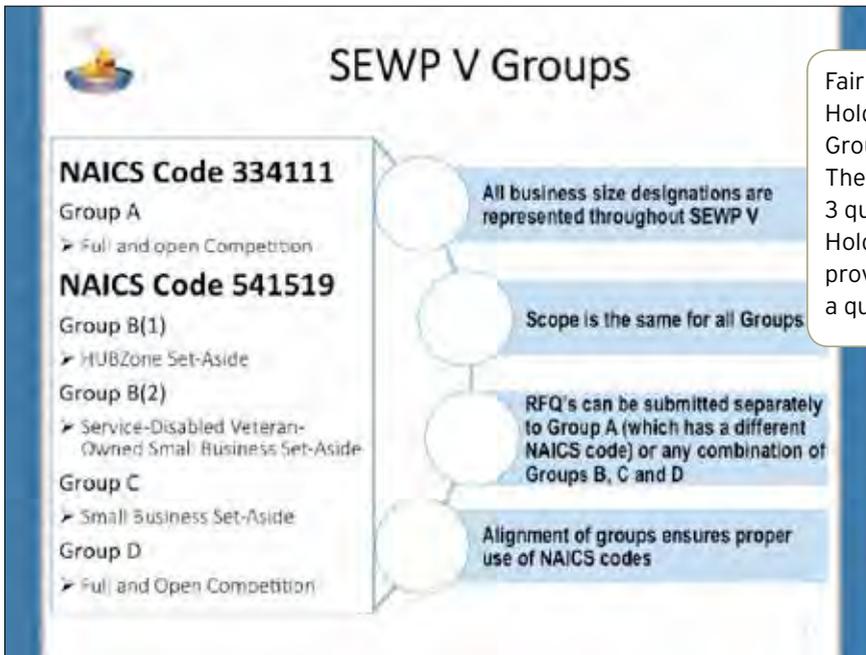
All business sizes are represented on SEWP. Set-asides, such as HUBZone small businesses, can be issued at the RFQ level.

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 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.

## SEWP At Your Service



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- ✓ SMEs in Big Data, Cyber Security, Systems Engineering, and Business Processes
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- ✓ 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

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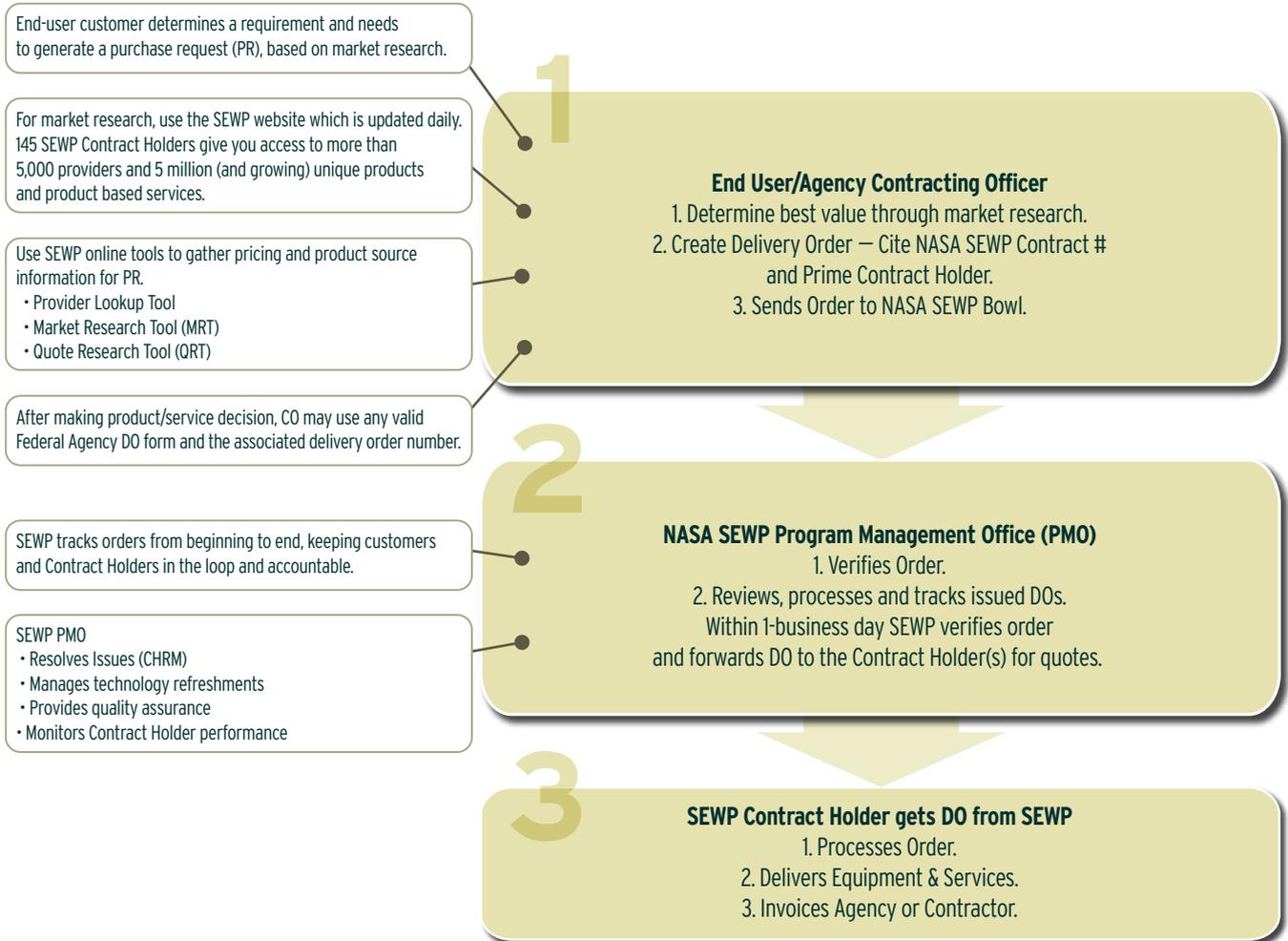
A Small Business, Small Disadvantaged Business, and Alaska Native Corporation

# 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 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 and Fair Opportunity compliance. Order tracking and support, and display and flagging of issues at the contract, manufacturer and line item level are also incorporated.



Please remember that:

- The NASA SEWP Program Management Office (PMO) does not issue delivery orders (DO's). DO's must be issued through the issuing Agency's procurement office. The process and accompanying forms for purchase requests (PR's) and DO's that are issued against a SEWP contract is defined by the issuing agency and not the NASA SEWP PMO.
- If modifications are made to any order, these modifications must also route through the SEWP Program Management Office (PMO).
- It is the Issuing Agency's Contracting Officers' (COs/KOs) responsibility to

- be aware of any agency-specific policies regarding issuing orders via an existing contract vehicle and Government Wide Acquisition Contracts.
- There are no requirements under the SEWP Contracts for issuing agencies to use other intermediary procurement offices, except as directed through their own internal policies.
- Basic SEWP contracts can be downloaded from the SEWP website at [www.sewp.nasa.gov](http://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.

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Carahsoft, our technology manufacturers, and our ecosystem of service providers and reseller partners are proud to offer hundreds of best-of-breed IT solutions through SEWP.

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## carahsoft.

SEWP Group A Small: NNG15SC03B  
SEWP Group D Other Than Small: NNG15SC27B

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## Carahsoft Partner Ecosystem

### MANUFACTURERS WE SUPPORT

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Acquia	Gigamon	SafeNet
Adobe	Google	Salesforce
Akamai	GovDelivery	SAP
Alfresco	HPE Software	ServiceNow
Apigee	Imperva	Socrata
Arista Networks	Infoblox	Splunk
Axway	Jive Software	Symantec
Blackberry	Kofax	Tintri
Boundless	LexisNexis	Tripwire
Cellebrite	Lookout	Trustwave
Ciena	MarkLogic	VCE
ClearCube	MongoDB	Veritas
Cloudera	Nimble Storage	Virtustream
EMC	Nutanix	VMware
EnterpriseDB	Pivotal	Vormetric
F5 Networks	Red Hat	...and many more

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August Schell Enterprises	JTEK Data Solutions
BAI Federal	Marshall Communications
Blue Tech	NAMTEK
ClearShark	Norseman
CompSec	New Tech Solutions
Convergence Technology Consulting	PCITec
CounterTrade Products	Red River
Epoch Concepts	Sterling Computers
FCN Technology Solutions	Swish Data
FedBiz IT Solutions	ThunderCat Technology
FedStore	TVAR
Four Points Technology	V3Gate
GC Micro	...and many more

# Customer Service

The “Gold Standard” of Customer Service, SEWP has you covered 24/7/365.



**Joanne Woytek**  
SEWP Program  
Manager



“ The entire staff knows that service is the key to making the customer satisfied when working with our contracts.

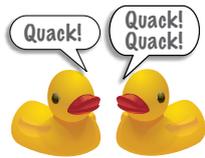
There is a built-in dedication that we will respond immediately to our customers. Typically if you call during business hours you will get a response that day.

One comment I get from customers is “I called you and you answered the phone.” And our view is “That is what phones are for!” But we also have chat lines and a help email — [help@sewp.nasa.gov](mailto:help@sewp.nasa.gov).

We have a 50 member staff and 30 members will get that Help email. It goes immediately to whatever person needs to work on it and they will jump on it. You don’t have to go through tiers. It won’t take three days of going from one person to another; it will get to the right person immediately and then they will respond.”

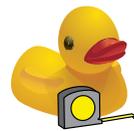
## At Your Service: The SEWP Customer Support Center

### Live Chat



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

### Forms and Documents



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

### 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.

### 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](mailto:help@sewp.nasa.gov) for review and advice.

### 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>.

### 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](mailto:help@sewp.nasa.gov).

If quoted price is higher than expected or otherwise questionable, contact [help@sewp.nasa.gov](mailto:help@sewp.nasa.gov) and SEWP will research and provide recommendations.

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





Accelerating next

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Today's IT is pressured to deliver new applications and services in record time—all while lowering costs. The Hewlett Packard Enterprise complete Compute portfolio is converged, software defined, cloud ready, and optimized for your workloads—from core applications to big data analytics and object storage. See how the right Compute gives you the certainty to drive more profitable outcomes. Start.

HPE ProLiant Gen9 servers powered by Intel® Xeon® processors. Intel Inside® Powerful Solution Outside.

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## NASA SEWP Contract

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



WHERE CUSTOMER SATISFACTION ALWAYS COMES FIRST

# 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 Webinar Wednesday

### “Webinar Wednesday” Sessions

Webinar Wednesday 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 and other in-depth topics.

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>.



## Advanced Training

Do you do a lot of procurement using SEWP? SEWP offers advanced training for those who have ongoing requirements using SEWP.

Contact the SEWP PMO for details at 301-286-1478.

### Request Free Training!

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

## SEWP V Training Videos

Two training videos give you all the basics of how to use SEWP:

1. SEWP Training Video: Learn contracting basics and general insight to what tools are available.
2. SEWP Website and Tools Video: Learn about the Quote Request Tool (QRT) and Market Research Tool (MRT).



These 20 minute videos are written in segments allowing you watch the entire video or focus on the information most relevant to your needs. To view and download

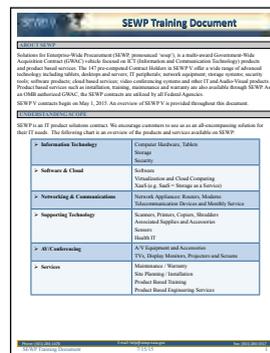
both SEWP videos, visit the SEWP website at <http://events.sewp.nasa.gov/multimedia/index.shtml> or scan the QR code.



## SEWP Training Guide

Download this informative PDF which provides all the important information you need to use SEWP. Topics cover:

- About SEWP
- Understanding Scope
- Product Solution Availability
- SEWP Groups
- Fair Opportunity, Brand Name and SEWP QRT
- Contract Basics, Fee, & Pricing
- Order Process & Procurement Lifecycle
- SEWP PMO Contact Information



Download the Guide at [www.sewp.nasa.gov/documents/SEWPTrainingPDF.pdf](http://www.sewp.nasa.gov/documents/SEWPTrainingPDF.pdf).



### 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.



JUST HIT THE M2 KEY



Group C (SB)

[m2ti.com](http://m2ti.com)

# User-Friendly Web Tools Make Buying Easy

SEWP is a “Catalog by Request” not a “Request By Catalog”

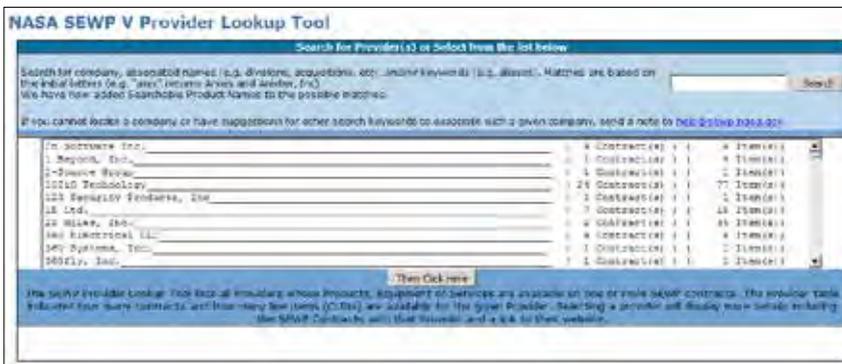
Unlike the traditional catalog-based contract where requests for products are based on what is available in a catalog, SEWP is a request-based contract vehicle where the catalog is based on customer requests.

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. And if the product is not in the SEWP database you can use the Market Request Tool (MRT) to have it added within 24 hours.



**Go Old School!**  
Pick up the phone and call 301-286-1478!  
A live SEWP staffer will service your needs!



## Provider Lookup Tool No Login Necessary

This tool lists all Providers whose Products, Equipment or Services are available on one or more SEWP contracts. The Provider table indicates how many contracts and how many line items (CLINs) are available for the given Provider. Selecting a provider will display more details including the SEWP Contracts with that Provider and a link to their website.

Search for company, associated names (e.g. divisions, acquisitions, etc.), and/or keywords (e.g. aliases). Matches are based on the initial letters (e.g. “anix” returns Anixis and Anixter, Inc.). We have now added Searchable Product Names to the possible matches.

Although customers can see line item pricing, the problem is that this price was charged at one time and is not necessarily the current price. Customers would need to use QRT tool to get best pricing. The tool does show customers what has already been asked for and the companies that are available on contract.

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



## MRT – Market Research Tool Login Required

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, often within 30 minutes.



# IT STARTED WITH A DO IT OURSELVES ATTITUDE AND THE COLOR RED.

Walker and Associates started with red blazers to set us apart. Now our comprehensive solutions set us apart by enabling Federal Customers to lower network costs through consolidation and investment protection, as well as provide the solutions for speed of mission deployment through value-added services. Walker, a family owned and operated company since 1970, has partnered with Ciena® to deliver outstanding tactical communication solutions.

## Ciena Solutions for Government.

We build products and solutions focused on the belief that the network needs to transform from a rigid, inflexible, static resource to an intelligent, secure, dynamic, and mission-centric strategic tool.

With the growing adoption of cloud-based applications, today's network designs must be intelligent, resilient, and flexible to respond to application needs and provide security to the most sensitive data.



Walker and Associates is a trusted SEWP partner offering full solutions for your network modernization. Reach out to us today at [walkerfirst.com](http://walkerfirst.com) or call **1-844-WALKFED** (1-844-925-5333)

Women-owned small business

[www.walkergov.com](http://www.walkergov.com) | [sewp@walkerfirst.com](mailto:sewp@walkerfirst.com) | SEWP Contract Holder  
SEWP V Group C NNG15SC96B | SEWP V Group D NNG15SC54B

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# QRT – Quote Request Tool

Login Required

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

## QRT functionality provides:

**Profile Administration** – Customers now have increased ability to manage their user profile.

- Information on savings compared to market prices
- All records from previous quotes are available; you can have Contract Holders requote from previous quotes.

**Quote Verification Tools** – 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.

### “Would Quote button”

- Customers receive a notice when more information is requested from Contract Holders on an RFQ or a Contract Holder would quote if given more time to respond.

### “Plan to Quote” button

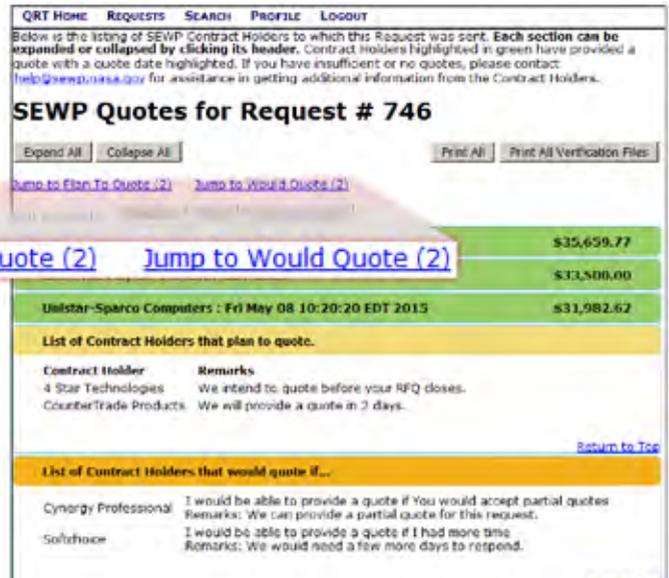
- When Contract Holders see RFQ they can click on the “Plan To Quote” button and tell the customer immediately they plan to quote.

### Plus the ability to:

- Do a Request For Information (RFI) through the QRT. Does the exact same thing as MRT; it’s not verified and just for information purposes.
- Have multiple contacts within agency see quotes
- Update, modify quotes
- Notify who is getting award and if desired, give winning bid so the winner can get ready for the order and losers can learn what they need to do to be competitive.

Plus the QRT system is verified throughout the process.

So, if it takes more time to get quotes back than expected, you can easily update the request, so you don’t have to start all over again.



Be specific in your descriptions. Don't just say "50 laptops". Let the Contract Holder know what is needed specifically. Take into account requests with complex requirements or for products from multiple providers often require more lead-time.

## QRT “Would Quote”, “Plan to Quote” Buttons Boost Responses

Customers sometimes request quotes and they don't get responses. They have a request out for two weeks and don't get any feedback? They want to know: Is anybody going to respond? What is going on? SEWP added two simple buttons to our toolset that provided immediate feedback to customers.

1. “Plan to Quote”. As soon as a Contract Holder sees an RFQ and they want to quote, they click the “Plan to Quote” button and give immediate feedback to the customer saying “I don’t have anything yet, but I plan to quote”.
2. “Would Quote”. The Contract Holder presses this button saying they would quote if given more time or more information on what they need.

## SEWP At Your Service



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**Helpline:** (301) 286-1478; [help@sewp.nasa.gov](mailto:help@sewp.nasa.gov)  
**Orders:** FAX (301) 286-0317; [sewporders@sewp.nasa.gov](mailto:sewporders@sewp.nasa.gov)  
**Web/CHAT:** [www.sewp.nasa.gov](http://www.sewp.nasa.gov) (Click on the CHAT button)

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- Follow us on Twitter
- Find us on LinkedIn

# Connection™

we solve IT™

## 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, Connection offers professional services, complete lifecycle support, innovative ideas, and the vast purchasing power to:

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

we solve IT™



CONVERGED  
DATA CENTER



CLOUD



SECURITY



MOBILITY



NETWORKING



SOFTWARE



LIFECYCLE



Connection and SEWP provide the purchasing power to do more.

**Contract #NNG15SC36B**

Call or click today  
and get started.

**1.800.800.0019**

**[www.connection.com/SEWP](http://www.connection.com/SEWP)**

Attention CIOs and Procurement Chiefs!

# SEWP Reports Help You Track Purchases, Make Decisions



**Joanne Woytek**  
SEWP Program  
Manager

“A SEWP V priority is having agency CIOs and Procurement Chiefs see us as a tool for all of their acquisitions when it comes to IT products and related product based services.

A key ingredient is the tracking of purchasing information and providing tracking reports for customers. Now 10 agencies (and growing) get a weekly report from us telling them everything their agency has purchased and what's going on with their contracts. These reports can help agencies with overall planning and whether they are meeting their FITARA requirements.”

## SEWP PLOTs to Help CIOs

PLOT stands for Program Level Outreach Team. PLOT meets with CIOs and Procurement Chiefs to deliver two messages:

- 1. We listen first.** Our first question is: How can we help your agency? Then we tell you what we can do for you. Often CIOs and agencies are wary of using outside contracts because agencies don't want to give up control. Using SEWP gives CIOs more control.
- 2. SEWP is not just IT products.** Don't look to SEWP to just 'buy an item', see SEWP as a tool and a vested partner in your acquisitions of IT and IT related products and services. Come to SEWP for help with your overall acquisition requirements.

In addition PLOT is showing CIOs the benefits of using an individualized Agency Catalog. With 20 years of experience, SEWP has the infrastructure and the staffing that CIOs most often can't duplicate. PLOT helps agencies better understand and get the best use of SEWP.

### 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.

## Helping You Do Your Job

New SEWP reporting and tracking capabilities give customers the ability to see what they are spending and buying over the long term. Benefit by using SEWP reports to track spending, long-term usage trends, set-aside compliance and to consolidate buying efforts.

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:

- Complete history of purchasing via the SEWP contracts
- Product classification data
- Supply Chain data
- Easy tracking of requirements
  - How purchase match up with their requirements
  - Whether purchase is helping meet requirements.
  - Energy Star compliant
  - Trade Agreement Act (TAA) compliant
- Adherence to FITARA and other government initiatives.
- 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 Statistics (Total \$ of SEWP spend applied to SS options)

### 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

To find out what SEWP can do for your agency, contact [help@sewp.nasa.gov](mailto:help@sewp.nasa.gov).



## Your solutions partner has arrived.

VT Milcom is a premier provider of network engineering, network management, Gigabit Passive Optical Network (GPON), and network transport technologies to federal agencies and the military. For 40+ years, we have partnered with customers to pioneer technology solutions and have gained significant expertise and an excellent performance reputation fulfilling complex information technology (IT) projects.

- VT Milcom, dba VT Group, brings value to our customers in the areas of networking and communications solutions, cyber security and healthcare systems.
- We provide layer 1-4 network engineering, assessment, design, implementation, and installation of enterprise networks, and are Gigabit Passive Optical Network (GPON) full solution provider.
- Our cyber enterprise operations, management and planning solutions include cyber assurance with compliance, engineering, life-cycle solutions, and asset protection and management.
- We bring customized healthcare communications solutions to commercial and military healthcare systems worldwide, with emphasis on staff productivity, clinical needs and patient satisfaction.



# Get Your Individualized SEWP "Agency Catalog"

SEWP is not just a contract that you go to and purchase from.

SEWP is a program in a true sense. Come to SEWP with your needs, even if they are not defined. SEWP can work with your agency and help you make smart ICT buys.

For example, if an agency knows it buys a certain type of printer all the time; and each time the specifications are the same, why should they do an RFQ each time to find out who has their preferred printer?

A great alternative is to work with SEWP and create your individual Agency Catalog. It contains specifications already saved in the SEWP catalog and sets them up in an agency



individualized "view".

The "view" shows which Contract Holders have the specified printer.

This eases the processing and eases the acquisition by cutting down on RFQ time. The ability to purchase with a credit card makes small quantity pricing competitive. And if you consolidate to do a mass buy you can get even more savings.

Using an Agency Catalog allows customers to do better market research, planning and decision making about who has the product(s) they need.

To get started contact SEWP today at [help@sewp.nasa.gov](mailto:help@sewp.nasa.gov).

### SEWP Purchase Catalogs

**Provided Catalogs**

[GSS V2 DT/LT Catalog](#)

The Government-wide Strategic Solutions (GSS) Catalog V2 offers pre-configured/pre-computed Desktops and Laptops, available for comparison and purchasing, through a simplified procurement process. To get started, please review the [Version 2 GSS Minimum Specifications](#) and download the [SEWP GSS Quick Reference Guide PDF](#). Detailed information about GSS is available at [sewp.nasa.gov/strategic\\_solutions.html](http://sewp.nasa.gov/strategic_solutions.html). For assistance with GSS purchasing, or info about setting up a Purchase Catalog for your Agency, please contact SEWP Customer Care at 201-200-1478 or [help@sewp.nasa.gov](mailto:help@sewp.nasa.gov).

[I would like to create a catalog RFQ based on the GSS Catalog.](#)

**Desktops V2**

- [GSS V2 Desktop](#) [GSS V2 Desktop Upgrade 1](#) [GSS V2 Desktop Upgrade 2](#)

**Laptops V2**

- [GSS V2 Lightweight Laptop](#) [GSS V2 Laptop](#) [GSS V2 High-end Laptop](#)

**Security-Enabled Desktops V2**

- [GSS V2 Desktop](#) [GSS V2 Desktop Upgrade 1](#) [GSS V2 Desktop Upgrade 2](#)

**Security-Enabled Laptops V2**

- [GSS V2 Laptop](#) [GSS V2 Lightweight Laptop](#) [GSS V2 High-end Laptop](#)

**My Agency's Catalogs**

[NASA Software Catalog](#)

NASA Software Catalog

**Enterprise Software**

- [NASA-wide VMware](#) [NASA-wide PTC Cloud Services](#) [NASA-wide McAfee](#) [Liferay Software](#) [NASA-wide RSA SecurID](#) [NASA-wide Windchill](#)
- [NASA-wide Splunk](#) [NASA-wide Microsoft](#) [NASA-wide ARM Active Risk Manager](#) [NASA-wide EMC Documentum](#)

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

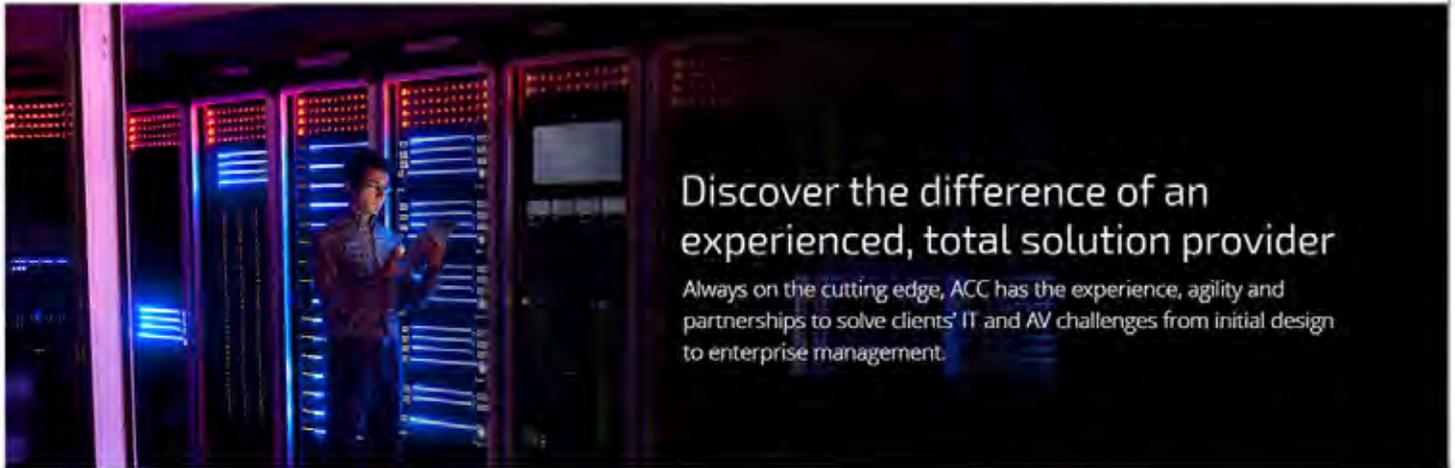


## SEWP At Your Service



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**Orders:** FAX (301) 286-0317; [sewporders@sewp.nasa.gov](mailto:sewporders@sewp.nasa.gov)  
**Web/CHAT:** [www.sewp.nasa.gov](http://www.sewp.nasa.gov) (Click on the CHAT button)

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## Discover the difference of an experienced, total solution provider

Always on the cutting edge, ACC has the experience, agility and partnerships to solve clients' IT and AV challenges from initial design to enterprise management.



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Custom cloud-based solutions designed to fit your enterprise's IT needs and bring value to your business.



### COLLABORATION

Voice, video and messaging solutions empowering your business to communicate and collaborate at top efficiency.



### CYBER SECURITY

Comprehensive network security consulting and implementation in this modern era of heightened vulnerability.



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Expertly configured and managed data centers delivering robust IT infrastructure to the most demanding business operations.



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State-of-the art solutions and support to maximize and maintain network power, efficiency and dependability.



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Our team of master engineers and technicians possess the complete knowledge and expertise to consult and craft the smartest solution for your business.



### MANAGED SERVICES

Leverage our teams strategies and best-practices to help optimize your existing backup software and technologies and maintain optimum productivity.



### INTEGRATION & DEPLOYMENT

Our state-of-the-art isolated and protected configuration center provides services and ship-out products that save time and effort within your business.

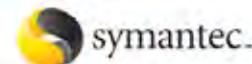
Tap into our Powerful network of industry leading partners and experience the influence of cutting-edge computing solutions



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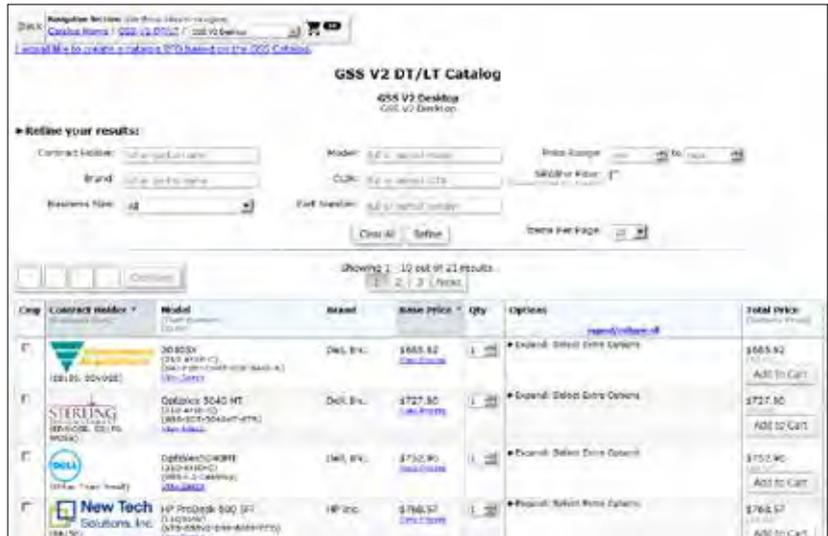
# Use GSS and Pay Less for Desktops and Laptops

Configurations cover requirements for approximately 80% of systems purchased.

Through the **Government-wide Strategic Sourcing initiative (GSS)**, OMB is seeking to reduce costs and increase value through the application of strategic sourcing principles.

A team led by NASA SEWP identified desktop and laptop configurations that meet the requirements of the Federal Government for approximately 80% of systems purchased, and also incorporated best practices in spend management.

In October 2015, OMB issued M-16-02: Category Management Policy 15-1: Improving the Acquisition and Management of Common Information Technology: Laptops and Desktops (Download PDF). This policy mandates the use of GSS for Federal Agencies to fulfill the bulk of their desktop and laptop requirements.



## Now Available! GSS Version 2!

**Desktops: Six (6) configurations** — one (1) standard, two (2) upgrades and three (3) security enabled are now available.

**Laptops: Six (6) laptops** — a lightweight (1), a standard (1), a high end one (1) and three (3) security enabled are now available.

Based on customer feedback, the robust GSS Version 2 systems offer more options, including enabled security, CPU choices, imaging, docking stations, extended warranties, software bundle, etc. The offerings will be evaluated and refreshed as needed based on customer feedback and industry updates.



### Go Old School!

Pick up the phone and call 301-286-1478! A live SEWP staffer will service your needs!



[www.sewp.nasa.gov/gss\\_techspecs.shtml](http://www.sewp.nasa.gov/gss_techspecs.shtml)



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**Orders:** FAX (301) 286-0317; [sewporders@sewp.nasa.gov](mailto:sewporders@sewp.nasa.gov)  
**Web/CHAT:** [www.sewp.nasa.gov](http://www.sewp.nasa.gov) (Click on the CHAT button)

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# Yorktel integrates and manages your **video collaboration systems** so you don't have to.



Over 30 years serving the Federal government

- Unified Communications & Collaboration
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- Interoperability & BYOD
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- Video Conferencing
- Integration
- Telepresence
- 24/7 Help Desk

Utilized by DOE, SSA, VA, USDA, DOJ, HHS, Treasury, DISA, and the DOD.

**SEWP V Contract:**  
Group C: #NNG15SD95B

[www.yorktel.com/sewp](http://www.yorktel.com/sewp)  
732.413.6031

# Use Credit Card Ordering Under The Micro-Purchase Limit

Credit card purchases under the micro-purchase limit (typically \$3,500) may be performed by contacting SEWP Contract Holders directly to request a quote.

Fair Opportunity is not required for orders where the total dollar amount is equal to or less than that limit.

To make it easy for customers to know which SEWP Contract Holders will take credit cards, SEWP has created a web page with the company names and contact information. If you have not identified a specific SEWP Contract Holder

from which you would like to request a quote, you may select one (or more) from the Credit Card POCs to contact for a quote

Visit [www.sewp.nasa.gov/micropurchase](http://www.sewp.nasa.gov/micropurchase).

You may also use the Quote Request Tool to receive quotes, if desired, but not necessary.

For any questions or support, please contact SEWP Customer Care at 301-286-1478.

**SEWP V**  
 Helpline: (301) 286-1478 [help@sewp.nasa.gov](mailto:help@sewp.nasa.gov)  
 Orders: FAX (301) 286-0317 [sewporders@sewp.nasa.gov](mailto:sewporders@sewp.nasa.gov)  
 Customer Support Center [support.sewp.nasa.gov](mailto:support.sewp.nasa.gov)

**CREDIT CARD ORDERING UNDER THE MICRO-PURCHASE LIMIT**

Guidance for NASA Customers

Credit card purchases under the micro-purchase limit (typically \$3500) may be performed by contacting SEWP Contract Holders directly to request a quote. If you have not identified a specific SEWP Contract holder from which you would like to request a quote, you may select one (or more) from the Credit Card POCs to contact for a quote. You may also use the [Quote Request Tool](#) to receive quotes.

For support, please contact [SEWP Customer Care](#) at 301-286-1478.

Name	E-mail	Phone	Credit Card Website
David Christensen	<a href="mailto:dave2@betterdirect.com">dave2@betterdirect.com</a>	866-921-3858 x275	<a href="#">Better Direct Credit Card Orders</a>
Carroll Genovese	<a href="mailto:carroll@cdw.com">carroll@cdw.com</a>	703-621-8227	<a href="#">CDW - G Credit Card Orders</a>
Deryan McGill	<a href="mailto:sewp_orders@stell.com">sewp_orders@stell.com</a>		<a href="#">Stell Credit Card Orders</a>
Kevin Paul	<a href="mailto:Kevin.paul@kpaul.com">Kevin.paul@kpaul.com</a>		<a href="#">KPaul Credit Card Orders</a>
Marlo Gouin	<a href="mailto:marlo@transsource.com">marlo@transsource.com</a>	800-486-3715	<a href="#">Transsource Credit Card Orders</a>
Erin Vollmer	<a href="mailto:Erin.Vollmer@abmfederal.com">Erin.Vollmer@abmfederal.com</a>	636-229-8126	
Alberto Donoso	<a href="mailto:cc.orders@accortec.com">cc.orders@accortec.com</a>		
Joe Brown	<a href="mailto:sewp@sew@accorrasolutions.com">sewp@sew@accorrasolutions.com</a>	800-506-0162 x5	
Zeb Kaleem	<a href="mailto:sewp@sew@accorrasolutions.com">sewp@sew@accorrasolutions.com</a>	703-870-3949 x1040	
Marc Fortik	<a href="mailto:mfortik@accorrasolutions.com">mfortik@accorrasolutions.com</a>	732-390-3348	
Candice Holt	<a href="mailto:candice@acertechpartners.com">candice@acertechpartners.com</a>	847-480-2906	
Donner Cornea	<a href="mailto:dcornea@akira-tech.com">dcornea@akira-tech.com</a>	202-517-7167 x505	
Glenn Anderson	<a href="mailto:ganderson@anacacamicro.com">ganderson@anacacamicro.com</a>		
Daniel Zwerin	<a href="mailto:DZwerin@CapitolSupply.com">DZwerin@CapitolSupply.com</a>	954-453-5917	
Krystal Bird	<a href="mailto:KBird@CapitolSupply.com">KBird@CapitolSupply.com</a>	954-453-5943	
Rick Vogel	<a href="mailto:sewp@coastnet.com">sewp@coastnet.com</a>	800-223-8860 x578	
Rebecca Vinduska	<a href="mailto:rebecca.vinduska@copperriverit.com">rebecca.vinduska@copperriverit.com</a>	202-320-9869	
Angela Dumit	<a href="mailto:adumit@countertops.com">adumit@countertops.com</a>	303-424-9710 x236	
Danielle Trout	<a href="mailto:dtrout@ctmtd.com">dtrout@ctmtd.com</a>	301-417-7202	
Cheryl Burns	<a href="mailto:cburns@emergent360.com">cburns@emergent360.com</a>	703-216-0042	
Malik Jones	<a href="mailto:mjones@enterprisewcs.com">mjones@enterprisewcs.com</a>	510-344-5905	
Nina Tiaga	<a href="mailto:ntiaga@fedbiz.com">ntiaga@fedbiz.com</a>	703-343-6123	
Ellen Hudson	<a href="mailto:ehudson@fedstore.com">ehudson@fedstore.com</a>	703-840-5123	
Andi Dentromp	<a href="mailto:adentromp@fore3.com">adentromp@fore3.com</a>	410-724-7239	
Natasha Stephens	<a href="mailto:nashsupport@4ports.com">nashsupport@4ports.com</a>	703-657-6100	
Joseph Whitson	<a href="mailto:jwhitson@gcmicro.com">jwhitson@gcmicro.com</a>	707-789-0650 x246	
Komal Dharja	<a href="mailto:ksew@anctes.com">ksew@anctes.com</a>	703-687-9721	
Terry Potzner	<a href="mailto:sewp_orders@sewp.boycornection.com">sewp_orders@sewp.boycornection.com</a>	888-302-7397	
Gayle Ward	<a href="mailto:gayle.ward@hqe.com">gayle.ward@hqe.com</a>		
Josh Metcalf	<a href="mailto:jsew@hqs.com">jsew@hqs.com</a>	501-305-7895	



[www.sewp.nasa.gov/micropurchase](http://www.sewp.nasa.gov/micropurchase)

## SEWP At Your Service



**Office Hours:** Monday - Friday, 7:30 AM ET to 6:00 PM ET  
**Helpline:** (301) 286-1478; [help@sewp.nasa.gov](mailto:help@sewp.nasa.gov)  
**Orders:** FAX (301) 286-0317; [sewporders@sewp.nasa.gov](mailto:sewporders@sewp.nasa.gov)  
**Web/CHAT:** [www.sewp.nasa.gov](http://www.sewp.nasa.gov) (Click on the CHAT button)

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NASA SEWP V CONTRACT:  
Group B - HUBZone, #NNG15SD09B

# The Contract Holder Relationship Manager or CHRM

## The CHRM: Working with Customers and Contract Holders

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 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 knowing who to call when 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.

**Contract Holder Program Performance**

The chart below is a current Program Performance rating by the SEWP Program Office based on the criteria described within the headings in each column. This does not constitute the official Past Performance ratings based on [FAR Part 42.15](#). Past Performance reports are completed annually and can be obtained by requesting a copy through your Contracting Officer.

Reminder: If a best value decision for a delivery order award is being made, which may include the SEWP Program Performance criteria, the Request for Quote shall contain the evaluation criteria.

Contract Holders	Reports <small>Click for More Info</small>	Customer Satisfaction <small>Click for More Info</small>	Information Distribution <small>Click for More Info</small>	Contract Adherence <small>Click for More Info</small>
4 Star Technologies	Excellent	Excellent	Excellent	Excellent
A&T Networks	Excellent	Excellent	Excellent	Excellent
AATD	Excellent	Excellent	Excellent	Excellent
ABBA Technologies	Excellent	Excellent	Excellent	Excellent
ABM Federal Sales	Excellent	Excellent	Excellent	Excellent
Accelera Solutions	Excellent	Excellent	Excellent	Excellent
AccessAgility	Excellent	Excellent	Excellent	Excellent
ACE Computers	Excellent	Excellent	Excellent	Excellent
ACE Technology Partners	Excellent	Excellent	Excellent	Excellent
Affigent	Excellent	Excellent	Excellent	Excellent
Akira Technologies	Excellent	Excellent	Excellent	Excellent
All Points Logistics	Excellent	Excellent	Excellent	Excellent
Alliance Technology	Excellent	Excellent	Excellent	Excellent
AlphaSix	Excellent	Excellent	Excellent	Excellent
Alvarez & Associates	Excellent	Excellent	Excellent	Excellent
Anacapa Micro Products	Excellent	Excellent	Excellent	Excellent
AS Global	Excellent	Excellent	Excellent	Excellent

**NEW!**

### Tracking Delivery Performance

Nothing is more frustrating than a product not being delivered on time, when due. The issue is comes down to meeting expectations. Sometimes orders take a long time, but when two weeks becomes two months, then problems arise.

To remedy the situation, SEWP issued guidelines on how Contract Holders will be judged on their delivery performance. Contract Holders will be held accountable, their performance will be measured and ratings made public.

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Premier

# SEWP's Sweet 16!

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

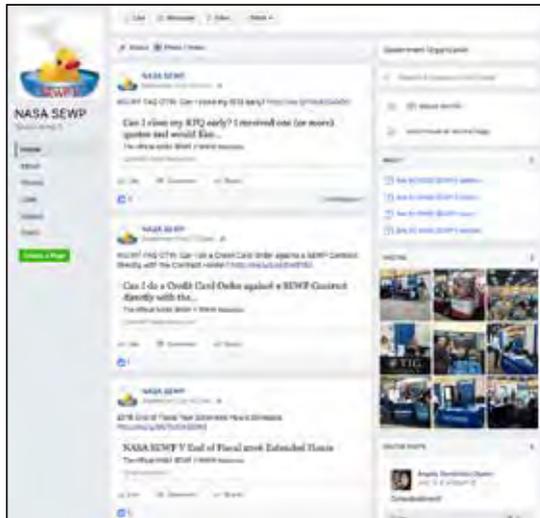
Because the size of the average PO (Purchase Order) is between \$125,000-150,000 (almost \$200,000 in September), it is clear customers are using SEWP for strategic IT purchasing.

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** 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.

**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** 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-competeted.

**14** **The 0.39% fee is a fee you don't see.** The fee is paid by the Contract Holders and is included in the 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.

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Koi Computers' AI-SERIES is a turnkey solution for deep learning and is available with the NVIDIA Tesla P100, Tesla M40 or Tesla K80 GPUs. GPUs excel at parallel workloads and speed up networks by 10-75x compared to CPUs, reducing each of the many data training iterations from weeks to just days. In fact, in the last year, GPUs have sped up training deep neural networks (DNNs) by as much as 12x.



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HIGH-FREQUENCY SOLVER  
PERSON RE-IDENTIFICATION

### LEARN RAPIDLY

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FOR MORE INFORMATION ON KOI COMPUTERS' ARTIFICIAL INTELLIGENCE AND DEEP LEARNING SOLUTIONS, CAPTURE THE CODE WITH YOUR SMARTPHONE OR GO TO [HTTP://WWW.KOICOMPUTER.COM/ARTIFICIAL-INTELLIGENCE](http://WWW.KOICOMPUTER.COM/ARTIFICIAL-INTELLIGENCE)

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Women-Owned Small Business



Contract No.: NNG15SD50B  
Group A Full and Open - NAICS 33411  
Contracting Officers have the option to make small business set-asides under Group A at the RFQ level.



# Why Red River for SEWP V?

- Acquire and expand IT capabilities quickly, easily and with extreme flexibility
- Best value portfolio with over 1M innovative products and best-in-class services
- True IT experts with the highest technical certifications and credentials
- Top-level partnerships with leading SEWP V OEMs
- Proven SEWP performance and established management team

Our SEWP V Contracts include:

- NNG15SC85B (Group C-Small Business) - NNG15SC46B (Group D)

Learn more about Red River, our SEWP V contract vehicles and capabilities at [www.redriver.com/sewp](http://www.redriver.com/sewp).



# Our Core Capabilities



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Network Security



Cloud



Data Analytics



Functional Mobility



Collaboration



Networking



Support Services



Managed Services

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.

## Fair Opportunity

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.

### 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

#### Group A Profiles

**carahsoft.**

Carahsoft  
Phone: 703-871-8646  
Web: [www.carahsoft.com/](http://www.carahsoft.com/)  
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**DLT SOLUTIONS™**

DLT Solutions  
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Web: [www.dlt.com](http://www.dlt.com)  
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Web: [www.sterlingcomputers.com](http://www.sterlingcomputers.com)  
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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  
 • WOSB = Woman Owned Small Business

**Group A**  
**Manufacturer NAICS Code: 334111**

CONTRACT HOLDER	CONTACT	PHONE	WEBSITE	BUSINESS SIZE
<b>ABBA Technologies</b> NNG15SC00B	Melissa Beery beery@abbatech.com	505-259-7260 505-889-3337	www.abbatech.com	SB
<b>ACE Computers</b> NNG15SC01B	Marc Fertik mfertik@acecomputers.com	732-390-3348	www.acecomputers.com/SEWPVA.asp	SB
<b>Alliance Technology</b> NNG15SC02B	Mark Miller mark.miller@alliance-it.com	443-848-8549	www.alliance-it.com	WOSB
<b>Better Direct</b> NNG15SD45B	Mark Evans mevans@bdsewp.com	480-921-3858 ext631	www.betterdirect.com	HUBZone, VOSB, SDVOSB
<b>Carahsoft Technology</b> NNG15SC03B	John Lee john.lee@carahsoft.com	703-871-8646	www.carahsoft.com/	Small Business
<b>CDW-G</b> NNG15SC04B	Carroll Genovese carrgen@cdw.com	703-621-8227	www.cdwg.com	Other Than Small
<b>CounterTrade Products</b> NNG15SC05B	Angela Dumm adumm@countertrade.com	303-424-9710 ext 236	www.countertradeproducts.com	WOSB
<b>Dell</b> NNG15SC06B	Derryan Ma Gill derryan_magill@dell.com	512-723-4075	www.dell.com	Other Than Small
<b>DLT</b> NNG15SC07B	Nicole Scotchel nicole.scotchel@dlt.com	703-773-9215	www.dlt.com	Small Business
<b>DRS</b> NNG15SC08B	Kirby Mills kirby.mills@drs.com	321-482-6341	www.drs.com	Other Than Small
<b>DSS</b> NNG15SD46B	Amanda Hernandez amanda@directsys.com	858-863-5542 858-547-8300	www.directsys.com	Small Business
<b>Dynamic Systems</b> NNG15SC09B	Lisa Jensen Lisa.Jensen@DynamicSystemsInc.com	310-337-4400 x222	www.DynamicSystemsInc.com	WOSB
<b>Emergent</b> NNG15SC10B	Cheryl Burns cburns@emergent360.com	703-216-0042	www.emergent360.com	Small Business
<b>Force 3</b> NNG15SC11B	Cheryl Hill chill@force3.com	410-774-7238	www.force3.com/	Small Business
<b>GDOS</b> NNG15SC12B	Kevin Rigotti kevin.rigotti@gdit.com	757-389-4879	www.gdit.com	Other Than Small
<b>GTRI</b> NNG15SC13B	Brad Spear bspear@gtri.com	720-836-7421	www.gtri.com	Small Business
<b>HPE</b> NNG15SC14B	W. Gayle Ward gayle.ward@hp.com	410-798-4030	www.hpe.com	Other Than Small
<b>IBM</b> NNG15SC15B	Lawrence Parham lparham@us.ibm.com	240-393-8157	www.ibm.com	Other Than Small
<b>Immix Group</b> NNG15SC16B	Jenni Taylor Jenni_Taylor@immixgroup.com	703-677-9804 703-655-8344	www.immixTechnology.com	Other Than Small
<b>Intelligent Decisions</b> NNG15SD48B	Lynda Hamlin lhamlin@intelligent.net	703-554-1642	www.intelligent.net	Small Business
<b>JUNOVenture</b> NNG15SD49B	Mike Abner mabner@junoventure.com	410-382-2728	www.junoventure.com	Small Business
<b>Koi Computers, Inc.</b> NNG15SD50B	Catherine Ho catherineho1@koicomputer.com	630-627-9638	www.koicomputer.com/	WOSB, EDWOSB

**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  
 • WOSB = Woman Owned Small Business

## Group A Manufacturer NAICS Code: 334111

CONTRACT HOLDER	CONTACT	PHONE	WEBSITE	BUSINESS SIZE
<b>Merlin</b> NNG15SC17B	Linda Andrews landrews@merlin-intl.com	303-339-2034	www.merlin-intl.com	VOSB
<b>NCS</b> NNG15SD51B	Rick Goodman rgoodman@ncst.com	703-743-8638	www.ncst.com	Small Business
<b>PCMG</b> NNG15SC18B	Melissa Turner melissa.turner@pcmg.com	703-594-8122	www.pcmg.com	Other Than Small
<b>PSI Technology</b> NNG15SD52B	Irene Griffith ireneg@petrosys.com	713-355-2202 ext 19	www.petrosys.com	WOSB
<b>SEWP Solutions</b> NNG15SC19B	Steven Johnson steven.johnson@sewpsolutions.com	703-460-2057	www.sewpsolutions.com	Small Business
<b>SGI</b> NNG15SD54B	Joan Marie Sims Haas joanhaas@sgi.com	301-754-6118	www.sgi.com	Other Than Small
<b>SHI International</b> NNG15SD53B	Lance Lorenz Lance_Lorenz@shi.com	732-652-0323	www.shi.com	Other Than Small
<b>Sterling Computers</b> NNG15SC20B	Patricia Jacobson patricia.jacobson@sterlingcomputers.com	605-242-4060	www.sterlingcomputers.com	WOSB, EDWOSB
<b>Transource</b> NNG15SD55B	Marlo Gouin mgouin@transource.com	800-486-3715	www.transource.com	WOSB
<b>Unicom</b> NNG15SD56B	David McLean david.mclean@unicomgov.com	703-502-2753	www.unicomgov.com	Other Than Small
<b>Unisys</b> NNG15SC21B	Judy Harvell Judy.Harvell@Unisys.com	703-439-3666 800-398-8090	www.unisys.com	Other Than Small
<b>WWT</b> NNG15SC22B	Abby Williams abby.williams@wwt.com	314-682-5020	www.wwt.com	Other Than Small
<b>Zones</b> NNG15SD57B	Carrie Woodson Carrie.Woodson@zones.com	253-205-3176	www.zones.com	Other Than Small

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Tom Trezza, Publisher  
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Jeff Erlichman, Editor  
[jefferlichman@onthefrontlines.net](mailto:jefferlichman@onthefrontlines.net)

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**John Lee**  
Vice President and SEWP V Program Manager

Phone: (844) 850-SEWP  
Email: john.lee@carahsoft.com  
Web: www.carahsoft.com/SEWP



#### 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.

**Nicole Scotchel**  
GWACs Program Manager

Phone: 703-773-9215  
Email: Nicole.scotchel@dlt.com  
Web: www.dlt.com



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

**DLT Solutions:** SEWP's online portal is comprised of several automated features that streamline the entire solicitation process, from the origination of the RFQ itself through the last stage of order fulfillment. Not only does SEWP have exceptional customer service with short response times, using the SEWP contract creates efficiencies through several of its automated features that are available online. As one of the larger federal contract vehicles available for IT procurement, SEWP has raised the bar by offering quick turnaround time for product additions combined with low surcharge fees.

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

**DLT Solutions:** Working with a solution provider that not only understands the process of doing business with the government, but also understands the mission(s) and objectives associated with the purchase makes a significant difference when it comes to procuring IT products and services. A solution provider that offers a wide range of solutions that can be acquired together has the added benefit of reducing the time spent creating and tracking orders. When timely acquisition is critical, it becomes advantageous to work with a solution provider that offers 'one-stop shopping.'

#### 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 turnaround and same-day order processing.



Learn more at: [www.carahsoft.com/buy/sewp](http://www.carahsoft.com/buy/sewp)  
or email [john.lee@carahsoft.com](mailto:john.lee@carahsoft.com).

#### Government IT Procurement Made Easy

**DLT** is a leading and award winning technology partner to the federal, state and local government, education, utilities and healthcare markets.

For more than 25 years, the company's mission has been to solve public sector IT challenges by helping agencies make smart technology choices, simplify procurement and ensure its customers have the best options for cybersecurity, cloud, application lifecycle, digital design, IT consolidation and IT management solutions, among other solutions.

The DLT advantage includes strategic partnerships with leading and emerging technology companies. These companies include Amazon Web Services, Autodesk, Dell Software, Forescout, Google, Informatica, Intel Security (McAfee), Oracle, Red Hat, SolarWinds, Symantec and Veritas — whose products and services, with the help of our licensing and contracts experts, can be easily procured through our SEWP V contract.



Learn more at: [www.dlt.com](http://www.dlt.com)  
or email [Nicole.scotchel@dlt.com](mailto:Nicole.scotchel@dlt.com).

**Cheryl Burns**  
Program Manager, Director of Contracts

Email: [cburns@emergent360.com](mailto:cburns@emergent360.com)  
Phone: 703-216-0042  
Web: [www.emergent360.com/contact](http://www.emergent360.com/contact)



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

**Ms. Burns:** What other technology is required to make it work?

If buying software, is there hardware required; and vice versa? Some products require a specific type of hardware/software. Know it all before you buy!

Will it speak to my other systems?

Adding another repository of duplicate data and creating additional tasks? When buying new technology, make sure it's open to others. Proprietary systems are becoming a thing of the past, so make sure that you can connect to other systems. Keep those options open so you don't corner yourself.

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

**Ms. Burns:** The SEWP Contract provides a quick and automated procurement process to help meet the Government's requirements, while placing minimal administrative burden on Contractors. Their virtual system empowers the customer to choose what goods and services that need to meet their needs. SEWP's standardized electronic communication processes for order processing, pricing, and management reporting has made it simpler and more efficient for both customer and contractor alike. SEWP strives to provide an innovative and automated procurement transaction to meet the Government's requirements. This facilitates processes that place a minimal administrative burden on the customer, contractor, and the Government.

**Delivering Solutions From Multiple Leading-edge Technology Partners**

**Emergent, LLC** is an award-winning Value Added Reseller, GSA Schedule Holder, and SEWP V Contract Holder providing comprehensive IT solutions to its government customers.

Founded in 2006, Emergent has a long history of success in delivering end-to-end IT solutions to its customers. Emergent's technology solutions include architecture, product acquisition, consulting and training services.

Over the past ten years, Emergent has evolved into a Systems Integrator specializing in complementary solutions from a broad spectrum of leading-edge technology partners including Adobe, Red Hat, Symantec, and FireEye, among others.

Emergent's extensive partner network allows government customers to access multiple pre-competed, pre-negotiated contracts that deliver a streamlined procurement process. Emergent provides guidance and support for organizations to maximize performance and Return-on-Investment by discovering, designing, and deploying the most innovative technology solutions.

Further, with Emergent, Federal IT buyers have direct access to a wide range of on-premise and cloud-based products and services. Find out more about Emergent's SEWP V contract at [www.emergent360.com/contracts/sewp-v-contract](http://www.emergent360.com/contracts/sewp-v-contract).



**Learn more at: [www.emergent360.com/contact](http://www.emergent360.com/contact) or email [cburns@emergent360.com](mailto:cburns@emergent360.com).**



**W. Gayle Ward**  
Program Manager

Email: [gayle.ward@hpe.com](mailto:gayle.ward@hpe.com)  
Phone: 410-798-4030; 301-332-2634  
Web: [www.hpe.com](http://www.hpe.com)



**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 SEWP program office provides innovative online tools to assist acquisition shops with meeting competition and compliance requirement while still delivering partnership with Government entities and Industry. The RFQ/RFI tools provide not only vendor competitive quotes but information about product attributes: TAA, EPEAT — as well as total savings.

An automated process is available for adding new products and services to the contract vehicle. The program office prides themselves on provides premier customer service with less than a one-day response and on-site training to all Federal Agency and Support Service Contractors.

**Transform To A Digital Enterprise**

**Hewlett Packard Enterprise** is an industry leading technology company that enables government to go further, faster. With the industry's most comprehensive portfolio, spanning the cloud to the data center to workplace applications, our technology and services help government make IT more efficient, more productive and more secure.



Hewlett Packard Enterprise is your partner to help you transform to a digital enterprise—integrating cloud applications and mobile workplaces with enhanced security and the ability to gain deeper insights into your enterprise. We do this today for our federal government customers.

Our public sector solutions are designed to meet the special security requirements mandated by the U.S. government, including the Federal Risk and Authorization Management program (FedRAMP), the Health Insurance Portability and Accountability Act (HIPAA), International Traffic in Arms Regulations (ITAR) and Commercial Solutions for Classified (CSfC).

In our view, public sector enterprises must change along four dimensions in order to survive and thrive in the idea economy. They must **transform** to a hybrid infrastructure; **protect** the digital enterprise; **empower** the data driven organization; and **enable** workplace productivity.

Success in idea economy requires a partner that can bring all these elements together, specifically aligned to public sector requirements.

**Learn more at: [www.hpe.com](http://www.hpe.com) or email [gayle.ward@hpe.com](mailto:gayle.ward@hpe.com).**



**Jenni Taylor, PMP, ITILv3**  
Contract Programs Manager, Enterprise

Phone: 703.677.9804  
Email: Jenni\_Taylor@immixgroup.com  
Web: www.immixgroup.com/SEWPV



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

**Ms. Taylor:** Questions buyers forget to ask which cause delay in processing current and/or option year IT buys may include the following:

- Does equipment/software have any configuration requirements? Or is ready to go out of the box?
- Is equipment/software maintenance included for the first year with original purchase? Or does it have to be purchased separately?
- How easily can this equipment/software transition for use into a cloud environment? If it does not transition, would there be any type of rebate to replace it?
- Is there any credit for legacy equipment currently installed?

#### 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.

**Catherine Ho**  
Program Manager

Email: sewpv@koicomputer.com  
Phone: (888) LOVE-KOI  
Web: www.koicomputer.com



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

**Ms. Ho:** When customers are purchasing new IT equipment or are scaling out their existing infrastructure, they should not only ask about the Return On Investment, but they should also make sure they ask and understand the price to performance ratio to ensure they are receiving the best value on their purchase.

While each buyer might look for a different level of performance, it is also important to ask how much more of a premium the buyer is paying for that level of performance.

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

**Ms. Ho:** The SEWP PMO makes the process easier for both customers and the Contract Holder because the entire buying process has been streamlined for both parties. With frequent trainings for customers and strict policies, clear guidance, and a quick TR turnaround for Contract Holders, this allows the procurement process to be straightforward, effective, and efficient.

#### The Broadest Range of Technology Products

**immixGroup** brings the broadest range of technology products possible to our SEWP contract. To date, we have added more than 73,000 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](http://www.immixgroup.com/SEWPV)  
or email [Jenni\\_Taylor@immixgroup.com](mailto:Jenni_Taylor@immixgroup.com).**



#### Your Specialist for High-Performance Computing Solutions

**Koi Computers, Inc.** is an experienced Value Added Reseller and a leader in providing High-Performance Computing ("HPC") solutions.

With over fifteen years of experience successfully deploying HPC solutions to the Federal Government, Koi Computers can deliver specialized solutions that empower innovation and drive breakthroughs in big data, visualization, deep learning, and artificial intelligence.

Koi Computers had several HPC clusters listed on the TOP500 list.

As a NVIDIA Preferred Partner with competencies in Accelerated Computing, Professional Visualization, and Cloud/Virtualization, Koi Computers can deploy the latest NVIDIA technologies to help accelerate Deep Learning and Artificial Intelligence, Machine Learning, Advanced Rendering, 3D rendering, and other computational intensive workloads.

As a certified Intel® Technology Platinum Provider and HPC Data Center Specialist, Koi Computers has demonstrated excellence in deploying HPC solutions to the Federal Government. As HPC continues to be an important tool in scientific and industrial research, Koi Computers can configure and innovate scalable solutions to improve performance challenges such as memory, fabric, storage, and power.

Let Koi Computers help you configure a purpose-built HPC solution tailored to the demands of your applications.

KOI Computers is ISO 9001:2008 (with designed) Certified 8(a), SB, WOSB and EDWOSB. Call (888) LOVE-KOI or email [sewpv@koicomputer.com](mailto:sewpv@koicomputer.com).



**Learn more at: [www.koicomputer.com](http://www.koicomputer.com).**



**Patricia Jacobson**  
Program Manager

Email: [patricia.jacobson@sterlingcomputers.com](mailto:patricia.jacobson@sterlingcomputers.com)  
Phone: 605-242-4060  
Web: [www.sterlingcomputers.com](http://www.sterlingcomputers.com)



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

**Ms. Jacobson:** Asking detailed questions can help agencies differentiate between providers that are looking for a quick sale, and those focused on building a valuable, long-term relationship. The most successful orders have the following factors figured out up front:

- Is your company authorized to sell the products? This helps ensure items are not gray market/refurbished.
- Are items TAA Compliant?
- What are the lead times?
- How will the provider follow-up on the order?
- Will tracking information be supplied on the purchase?
- How do I know when the order was placed/booked/delivered?

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

**Ms. Jacobson:** SEWP V enables an efficient online platform for customers and contractors to work together to meet the research and procurement needs of end-users. Web-based tools are combined with personalized training and knowledgeable, responsive assistance. The searchable SEWP-V catalog covers a broad range of IT, AV, and communications products, services, and solutions. If an item is not currently available, Contract Holders can add it in less than a day. Once the order is placed, delivery and tracking statuses are available, giving the customer insight into their order throughout the entire process.

**Broad Range Of Offerings Paired With Experience-based Guidance**

Sterling combines the industry's broadest range of offerings, paired with objective, experience-based guidance to help agencies efficiently design, procure, deploy, and maintain the solutions they need.

We assure a secured supply chain and simplified procurement through our wide range of contracting vehicles, set-asides, pre-sales engineering support, and e-commerce site. Our dedicated SEWP team offers industry-leading customer service and constant communication throughout the order, so information is available at your fingertips.

Sterling is also one of few vendors to offer a complete big data solution as a SKU on the contract, and the only to offer a cross-domain enablement tool, called SmartXD, which allows for nearly any application to become multi-domain aware/capable.

Contact us today for a customized SEWP-V solution that meets your agency's unique needs.

As a Value Added Reseller, Sterling Computers provides advanced solutions and client & enterprise services. Sterling offers Dell, HPE, Cisco, IBM, VMware and 1,800 more providers.



**Learn more at: [www.sterlingcomputers.com](http://www.sterlingcomputers.com)  
or email [patricia.jacobson@sterlingcomputers.com](mailto:patricia.jacobson@sterlingcomputers.com)  
or [info@sterlingcomputer.com](mailto:info@sterlingcomputer.com).**

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NAICS 541519

NASA SEWP V

# Group B

VARs (Value Added Resellers)

- Group B1 — HUBZone
- Group B2 — SDVOSB (Service Disabled Veteran Owned Small Business)

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.

## Fair Opportunity

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.

### 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



**BahFed Corp**  
BahFed  
Phone: 503-208-8410  
Web: [www.bahfed.com](http://www.bahfed.com)  
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**Cynergy**  
Cynergy Professional Systems, LLC  
Phone: 949-874-7952  
Web: [www.cynergy.pro](http://www.cynergy.pro)  
page 46



**FedBiz IT Solutions**  
Phone: 703-343-6123  
Web: [www.fedbizit.com](http://www.fedbizit.com)  
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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  
 • WOSB = Woman Owned Small Business

## Group B VARs (Value Added Resellers) NAICS Code: 541519

CONTRACT HOLDER	CONTACT	PHONE	WEBSITE	BUSINESS SIZE
<b>Group B - HUBZone</b>				
4 Star Technologies NNG15SD06B	Timothy Thimons tim.thimons@4star-tech.com	757-222-1857	www.4star-tech.com	HUBZone, VOSB, SDVOSB
Akira Technologies NNG15SD07B	Allen Young ayoung@akira-tech.com	202-517-7187	www.akira-tech.com	HUBZone
Anacapa Micro Products NNG15SD08B	Glenn Anderson anderson@anacapamicro.com	805-339-0305 ext 101	www.anacapamicro.com	HUBZone
BahFed NNG15SD09B	Ken Paul ken.paul@bahfed.com	503-208-8410	www.bahfed.com	HUBZone, VOSB
Better Direct NNG15SD10B	Mark Evans mevans@bdsewp.com	480-921-3858	www.betterdirect.com	HUBZone, VOSB, SDVOSB
Blue Tech NNG15SD00B	Guy Stone gstone@bluetech.com	619-488-9229	www.bluetech.com	WOSB, HUBZone
FedBiz IT Solutions NNG15SD01B	Chuck Spence cspence@fedbizit.com	703-343-6123	www.fedbizit.com	WOSB, HUBZone, VOSB, EDWOSB
GovSmart NNG15SD11B	Glenn Willard glenn@govsmart.com	434-326-0565	www.govsmart.com	HUBZone
MVS NNG15SD12B	Mital Desai mdesai@mvsconsulting.com	202-722-7981ext115	www.mvsconsulting.com	HUBZone
OCG Telecom NNG15SD13B	Osford Ogis oogis@ocgtelecom.com	513-235-6925	www.ocgtelecom.com	HUBZone
PCITec NNG15SD02B	Mike Shaffer mshaffer@pcitec.com	540-635-4402 ext 304	www.pcitec.com	WOSB, HUBZone, EDWOSB
Premier Technical NNG15SD03B	Mike Lam mike.lam@pts-usa.com	540-743-5700 x104	www.PTS-USA.com	HUBZone, SDVOSB
WestWind NNG15SD04B	Christina Lewis christina@wwcpinc.com	866-345-4720	www.westwindcomputerproducts.com	HUBZone
Wildflower International NNG15SD05B	Nelson Swindell nelson@wildflowerintl.com	703-819-3616	www.wildflowerintl.com/	WOSB, HUBZone
<b>Group B - SDVOSB (Service Disabled Veteran Owned Small Business)</b>				
AATD NNG15SD18B	Paul Salazar paul.salazar@aatdata.com	703-626-1044	www.aatd-llc.com	SDVOSB
AlphaSix NNG15SD28B	Jill Williams jill.williams@alphasixcorp.com	703-579-6479	www.alphasixcorp.com	SDVOSB
Alvarez & Associates NNG15SD19B	Jon Wright jwright@alvarezassociates.com	303-997-1392	www.alvarezassociates.com	SDVOSB
CETECHS NNG15SD29B	Wilbert Johnson wjohnson@cetechs.net	480-407-6078	www.cetechs.net	SDVOSB
Cynergy Professional NNG15SD20B	Edda Margeson edda.margeson@cynergy.pro	949-874-7952	www.cynergy.pro	WOSB, HUBZone, SDVOSB, EDWOSB
Epoch Concepts NNG15SD30B	Clayton Johnson cjohnson@epochconcepts.com	720-635-5039	www.epochconcepts.com	SDVOSB
FedStore NNG15SD21B	Ellen Hudson ehudson@fedstore.com	703-840-5133	www.fedstore.com	SDVOSB

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  
 • WOSB = Woman Owned Small Business

**Group B  
 VARs (Value Added Resellers) NAICS Code: 541519**

CONTRACT HOLDER	CONTACT	PHONE	WEBSITE	BUSINESS SIZE
<b>Four Points Technology</b> NNG15SD22B	Natasha Stephens nstephens@4points.com	571-353-7229	www.4points.com	SDVOSB
<b>GAI (Government Acquisitions)</b> NNG15SD23B	Michelle Lundy Michelle.Lundy@gov-acq.com	813-344-7562	www.gov-acq.com	SDVOSB
<b>i3 Federal</b> NNG15SD31B	Bobbi Sorrell bobbi@i3federal.com	703-313-7044	www.i3federal.com	SDVOSB
<b>ISSTSPI</b> NNG15SD32B	Emily Trythall emily.trythall@isstspi.com	240-994-7334	www.isstspi.com	SDVOSB
<b>Kpaul</b> NNG15SD33B	Kevin Paul kevin.paul@kpaul.com	317-243-1750	www.kpaulcorp.com	SDVOSB
<b>Minburn</b> NNG15SD34B	Stuart Harding stuart.harding@minburntech.com	571-699-0705 x103	www.minburntech.com	SDVOSB
<b>MNQ Business Solutions</b> NNG15SD35B	Michael Chambers mchambers@mnqbbs.com	703-867-4503	www.mnqbbs.com	SDVOSB
<b>NAMTEK</b> NNG15SD36B	Keith Turgeon kturgeon@namtek.com	603-488-6608	www.namtek.com/	SDVOSB
<b>Phoenix Data Security</b> NNG15SD37B	Brian Kafenbaum brian.kafenbaum@phxdatasec.com	202-455-5698	www.phxdatasec.com	SDVOSB, SB
<b>Proquire</b> NNG15SD42B	Ron Khuong ronk@vti2.com	703-658-0304	www.vti2.com	
<b>RedHawk IT</b> NNG15SD38B	James Hawkins james.hawkins@RedHawkIT.com	703-490-9192 844-234-4049	www.RedHawkIT.com	VOSB, SDVOSB
<b>Regan Technologies</b> NNG15SD39B	Stephen Clark stephen.clark@regantech.com	203-284-4150	www.regantech.com	SDVOSB
<b>TechAnax</b> NNG15SD24B	Bill Lytle Bill.Lytle@TechAnax.com	703-582-3932	www.TechAnax.com	SDVOSB
<b>Three Wire Systems</b> NNG15SD25B	Donna Norris dnorris@threewiresys.com	703-609-1765	www.threewiresys.com	SDVOSB
<b>ThunderCat Technology</b> NNG15SD26B	Mike Kelly mkelly@thundercattech.com	703-674-0221	www.thundercattech.com	SDVOSB
<b>V3Gate</b> NNG15SD27B	Vic Garcia vgarcia@v3gate.com	855-483-4283	www.v3gate.com	SDVOSB
<b>VetInfoTech</b> NNG15SD41B	Andy Bennett abennett@vetinfotech.com	813-217-2539	www.vetinfotech.com	SDVOSB
<b>Vigilant Technologies</b> NNG15SD43B	Dan Huffman daniel.huffman@vigilant1.com	480-422-4111	www.vigilant1.com	SDVOSB

**Ken Paul**  
Program Manager

Email: ken.paul@bahfed.com  
Phone: 503-208-8410 x102  
Web: www.bahfed.com



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

**Sharon Vail, Deputy PM:** Budget constraints, advancements in IT products and solutions, and end-user requirements provide challenges for customers and contract holders. With more than 20 years in the IT industry, BahFed Corp's president ensures his staff is knowledgeable, provides quick turnaround and is experienced at delivering the right solution on time and within budget. To expedite the procurement process, provide detailed specifications from the end-user and consider alternatives for outdated or discontinued products. For renewals, include the serial number and be prepared to include reinstatement fees in the budget if renewals have lapsed.

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

**Ms. Vail:** As a first-time NASA SEWP contract holder, we have been extremely impressed with the PMO's responsiveness, industry knowledge and online tools. The ability to add products and get answers quickly streamlines the buying process and ensures fast turnaround times for our customers. The training provided by the Program Office for both contract holders and customers is unmatched in the industry. Combined with the online tracking and order management tools, SEWP facilitates clear communication and ensures a seamless procurement process.

**Edda Margeson**  
Program Manager

Email: edda.margeson@cynergy.pro  
Phone: 949-874-7952  
Web: www.cynergy.pro



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

**Cynthia Mason (CEO):** We find that it is critical for Government Contracting Officers to communicate early in the procurement process and to validate proposals from industry after an RFQ closes. This is critical insure the end user is receiving the intended product, from an authorized source, as well as the best value.

Particularly with SDVOSB, is the contractor certified in the VA-VIP System? Second, does the offeror demonstrate not on the manufacturer authorization, but also the skill and expertise through proven past performance to execute the delivery?

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

**Ms. Mason:** Our Government customers have expressed that the SEWP Program Management Office provides a platform that allows for an efficient start to finish procurement process. When our customers utilize the full set of tools, including Request for Information (RFI), Market Research Request (MMR), and Request for Quote (RFQ), as well as the online question and answer process, they easily fulfill source selection guidelines.

This end to end solution provides our customers with a streamlined process for all procurement, and brings the widest selection of IT products under any contract umbrella.

**Tech Expertise, Fair Prices, Huge inventory, Timely Delivery**

Formed in 2011 in Portland, Oregon, BahFed Corp specializes in the timely and accurate delivery of IT products, commodities and support solutions.

As a small, veteran- and minority-owned business operating in a Historically Underutilized Business Zone (HUBZone), BahFed has built its business reputation on its customer service and post-award services. As a NASA SEWP V contract holder and SBA 8(a) certified business, BahFed serves government agencies and organizations throughout the United States.

In addition to our highly trained staff and portfolio of IT products and services, we've built the operational infrastructure that allows us to be efficient, responsive and adaptable as our business continues to grow.

Our contracts and certifications are a testament to our technical expertise, competitive prices, immense inventory and timely, accurate delivery. BahFed is well positioned to service the IT needs of our customers, and we are dedicated to becoming a long-term government partner through the procurement of products and services, set-aside contracts and sole-source solutions.

Additionally, BahFed maintains well-established relationships with vendors, suppliers and manufacturers, including Dell, HP, Microsoft, Cisco, Xerox, VMWare and more. These partnerships help BahFed provide effective solutions for our SEWP customers at the best possible value.



**Learn more at: [www.bahfed.com](http://www.bahfed.com)  
or email [ken.paul@bahfed.com](mailto:ken.paul@bahfed.com).**

**Seamlessly Integrating Mission Critical ICT Products and Services**

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 globally.

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

In the communications sector, we specialize in seamlessly integrating mission critical land mobile two-way radio systems, wireless data, microwave, and next generation LTE technologies. Our IT practice focuses on core technologies in Storage, Advanced Computing, Virtualization, Systems Modernization, Security, and Networking products.

Cynergy holds all five Federal Socio-Economic designations, and is a SBA Certified 8(a) Small Disadvantage Business, HUBZone, Economically Disadvantaged Woman Owned Small Business (EDWOSB), and VA VIP Certified Service Disabled Veteran Owned Small Business (SDVOSB).

Cynergy is an authorized Federal reseller for numerous leading IT brands, such as Motorola Solutions Inc., Hewlett Packard, Apple, Microsoft, Dell / EMC, Brocade, VMWare and others.

Founded in 2009, the Irvine California based company has built its business reputation on providing excellent customer service and proven post-sale implementation practices. Cynergy holds specific Ordering Agreements with Government agencies, as well as NASA SEWP V contracts in Group B & C.



**Learn more at: [www.cynergy.pro](http://www.cynergy.pro)  
or email [edda.margeson@cynergy.pro](mailto:edda.margeson@cynergy.pro).**

**Chuck Spence**  
SEWP V Program Manager

Phone: 703-343-6123  
Email: [cspence@fedbizit.com](mailto:cspence@fedbizit.com)  
Web: [www.fedbizit.com](http://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.

## Say "Yes" to SEWP

*Continued from page 6*

### Q. Senior leadership has made it clear that the Supply Chain for IT must be vetted? Can SEWP help?

**A. YES!** The SEWP V request process includes a vigorous verified system to insure that customers know the relationship between our contract holders and the original manufacturer or provider of the product. When the customer gets a quote, they know whether is the company an authorized reseller, or not. Customers can make the decision at the RFQ level that only authorized resellers can quote. That is part of the SEWP V process.

### Q. My agency has products we buy over and over. Can we set up some type of Agency Catalog on SEWP for our particular products and services?

**A. Yes!** Come to SEWP with your needs, even if they are not defined. SEWP will help you build an "Agency Catalog", which is a way to save specifications that are already in the SEWP catalog and set them up as a specific "agency view". This allows customers to do better market research and planning and deciding of who has the products they need.

The concept that grew out of GSS for desktops and laptops; with the Agency Catalog customers can choose from a list of CIO vetted and approved products. It provides a filtered view into the 5 million unique products on SEWP.

For example, if an agency has a certain type of printer

### Customer Satisfaction Always Comes First

**FedBiz IT Solutions, LLC.** 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 can provide a breath 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.

"Our motto as a Federal Government solution provider is 'Where Customer Satisfaction Always Comes First';" says Don Tiaga, President. "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."

FedBiz IT is dedicated to providing outstanding customer service and support. We are continually improving our resources and capabilities to provide the latest products and solutions.

Learn more at: [www.fedbizit.com](http://www.fedbizit.com)  
or email [cspence@fedbizit.com](mailto:cspence@fedbizit.com).



they always want to use and the specifications are the same each time they buy. Why should they do an RFQ each time to find out who has it? SEWP can show them in their Agency Catalog a list of companies that have that printer and they can start from there. This eases processing, acquisition and cuts down on RFQ time. Customers can save money using competitive credit card pricing and if you do mass buy it is easy to consolidate and you can get even more savings.

In case of desktops and laptops, the Agency Catalog could filter out only those companies that meet specs such as EPEAT and show customer that here are companies that have these products that meet these specs.

### Q. SEWP has a Chat Line and a Facebook, Twitter and Linked-In presence. Can I keep up with SEWP using Social Media?

**A. YES!** SEWP has increased its Social Media presence. Customers can find out news of SEWP events, training and other activities. SEWP also tweets out a "FAQ of the Week" media and is working to increase the usefulness of SEWP Social Media platforms.

Additionally, customers use the Chat Line daily. Emailing SEWP at [help@sewp.nasa.gov](mailto:help@sewp.nasa.gov) is always a good way because your request gets into the queue and gets quick response — within 1 business day.

*Continued on page 52*

NAICS 541519

NASA SEWP V

# 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.

## Fair Opportunity

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.



### 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



ACC  
Phone: 571-395-4174  
Web: [acconline.com](http://acconline.com)  
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Affigent  
Phone: 571-521-5041  
Web: [www.affigent.com](http://www.affigent.com)  
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Copper River  
Phone: 202-320-9869  
Web: [www.copperriverit.com](http://www.copperriverit.com)  
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M2 Technology  
Phone: 210-566-3773  
Web: [www.m2ti.com](http://www.m2ti.com)  
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Red River  
Phone: 603-442-5546; 603-667-6195  
Web: [www.redriver.com](http://www.redriver.com)  
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Yorktel  
Phone: 908-675-7072  
Web: [www.yorktel.com](http://www.yorktel.com)  
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## Group C VARs (Value Added Resellers) NAICS Code: 541519

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  
 • WOSB = Woman 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	WOSB, EDWOSB
ABBA Technologies NNG15SD59B	Melissa Beery beery@abbatech.com	505-259-7260 505-889-3337	www.abbatech.com	Small Business
ABM Federal Sales NNG15SC56B	Debbie Welcher debbie.welcher@abmfederal.com	636-229-8118	www.abmfederal.com	Small Business
ACC NNG15SD60B	Alberto Donoso alberto@aconline.com	571-395-4174	aconline.com	WOSB, EDWOSB
Accelera Solutions NNG15SC57B	Irv Epstein irve@accelerasolutions.com	703-637-7434	www.accelerasolutions.com	Small Business
ACE Technology Partners NNG15SC58B	Candice Holt candice@acetechpartners.com	847-489-2906	www.acetechpartners.com/SEWPVC. asp	WOSB
Affigent NNG15SC59B	Michelle Popiel michelle.popiel@affigent.com	571-521-5041	www.affigent.com/	Small Business
Akira Technologies NNG15SD61B	Allen Young ayoung@akira-tech.com	202-517-7187	www.akira-tech.com	HUBZone
Alliance Technology NNG15SD62B	Mark Miller mark.miller@alliance-it.com	443-848-8549	www.alliance-it.com	WOSB
AlphaSix NNG15SD63B	Jill Williams jill.williams@alphasixcorp.com	703-579-6479	www.alphasixcorp.com	SDVOSB
Alvarez & Associates NNG15SC60B	Jon Wright jwright@alvarezassociates.com	303-997-1392	www.alvarezassociates.com	SDVOSB
Anacapa Micro Products NNG15SD64B	Glenn Anderson anderson@anacapamicro.com	805-339-0305 ext 101	www.anacapamicro.com	HUBZone
AS Global NNG15SC61B	Laura Gryncewicz lgryncewicz@asglobal.com	703-772-4538	www.asglobal.com/	WOSB
AWData NNG15SC62B	Christopher Weston chrisw@awdata.com	602-938-5363	www.awdata.com/	WOSB
Better Direct NNG15SD65B	Mark Evans mevans@bdsewp.com	480-921-3858	www.betterdirect.com	HUBZone, VOSB, SDVOSB
Blue Tech NNG15SC63B	Guy Stone gstone@bluetech.com	619-488-9229	www.bluetech.com	WOSB, HUBZone
Capitol Supply NNG15SD66B	Krystaal Bird KChin@capitolsupply.com	888-485-5001 954-453-5917	www.capitolsupply.com	Small Business
Carolina Adv. Dig. (CAD) NNG15SD67B	Susan Jabbusch susan@cadinc.com	919-659-1990	www.cadinc.com/	HUBZone, VOSB
CMA NNG15SD71B	Ken Jones kjones@cmai.com	703-917-7731	www.cmai.com	Small Business
Coast to Coast Computer NNG15SD70B	Rick Vogel rickv@coastcoast.com	805-244-9500	www.coastcoast.com/gov/sewp	Small Business
Copper River NNG15SC64B	Allison Flynn allison.flynn@copperriverit.com	703-234-3886	www.copperriverit.com	Small Business
CounterTrade Products NNG15SC65B	Angela Dumm adumm@countertrade.com	303-424-9710	www.countertradeproducts.com	WOSB
CSP Enterprises NNG15SC66B	Corinne Lingeback clingeback@cspenterprises.com	301-695-9517	www.cspenterprises.com	Small Business

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 • WOSB = Woman Owned Small Business

CONTRACT HOLDER	CONTACT	PHONE	WEBSITE	BUSINESS SIZE
CTC NNG15SD72B	David Layne dlayne@convergencetech.us	301-969-3102	www.convergencetech.us	Small Business
CTI NNG15SD68B	Vania Vasquez vaniav@ctimd.com	301-417-8062	www.ctimd.com/	WOSB
Cynergy Professional NNG15SC67B	Edda Margeson edda.margeson@cynergy.pro	949-874-7952	www.cynergy.pro	WOSB, HUBZone, SDVOSB, EDWOSB
DasNet NNG15SC68B	Erv Robinson Erv.Robinson@dasnetcorp.com	631-792-1755	www.DasNetCorp.com	VOSB
DH Technologies NNG15SC70B	Natalie Geno natalie@dhtech.com	571-257-0865	www.dhtech.com	HUBZone
DiSYS Solutions (DSI) NNG15SD73B	Navjot Kaur navjot.kaur@disyssolutions.com	571-707-3625	www.disyssolutions.com	Small Business
Dynamic Computer NNG15SD74B	Alison Schlick aschlick@dcc-online.com	248-615-6413	www.dcc-online.com	Small Business
Dynamic Systems NNG15SC69B	Lisa Jensen Lisa.Jensen@DynamicSystemsInc.com	310-337-4400 x222	www.DynamicSystemsInc.com	WOSB
ETSI NNG15SD76B	Donny Sheikh Donny@Enterprisesol.com	510-459-7911	www.enterprisesol.com	Small Business
FCN NNG15SC71B	Dolores Campbell dolores.Campbell@fcnit.com	803-366-4033 301-770-2925	www.fcnit.com	Small Business
FedStore NNG15SC72B	Ellen Hudson ehudson@fedstore.com	703-840-5133	www.fedstore.com	SDVOSB
Four Points Technology NNG15SC74B	Natasha Stephens nstephens@4points.com	571-353-7229	www.4points.com	SDVOSB
Four, Inc. NNG15SC73B	Gabriel Berthe gberthe@fourinc.com	703-407-3109	www.fourinc.com	WOSB, EDWOSB
FTSI NNG15SD77B	Jacques Manciet jackm@federalsales.com	800-255-7708	federalsales.com/	Small Business
GAI NNG15SC78B	Michelle Lundy Michelle.Lundy@gov-acq.com	813-344-7562	www.gov-acq.com	SDVOSB
GC Micro NNG15SC75B	Lonnie Landers llandersva@aol.com	703-660-6432	www.gcmicro.com	WOSB
GMC Tek NNG15SC76B	Payal Anand payal@gmctek.com	703-459-6777	www.gmctek.com	HUBZone
GovPlace NNG15SC77B	Michael Guercio mguercio@govplace.com	703-466-5192	www.govplace.com	Small Business
HMS Technologies NNG15SD78B	Rich Crider rich.crider@hmstech.com	304-596-4910	www.hmstech.com/	SDVOSB
iGov NNG15SD81B	Phen Vilamonh pvilamonh@igov.com	703-749-0881	www.iGov.com	Small Business
Integrio Technologies NNG15SC88B	Keta Schrader keta.schrader@spectrum-systems.com	571-299-1353	www.integrio.com	Small Business
ITG NNG15SC79B	Maurice Fitzgibbon maurice.fitzgibbon@itgonline.com	703-485-0783	www.itgonline.com	Small Business
KIS NNG15SD79B	Dave Testa dave.testa@kisinc.net	757-275-7701	www.kisinc.net/	VOSB

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## Group C VARs (Value Added Resellers) NAICS Code: 541519

CONTRACT HOLDER	CONTACT	PHONE	WEBSITE	BUSINESS SIZE
Lyme Computer Systems NNG15SC80B	Dave Caffry dave@lyme.com	603-676-3604	www.lyme.com	Small Business
M&A Technology NNG15SD80B	Stewart Hair stewart.hair@macomp.com	972-490-5803 ext 406	www.macomp.com	Small Business
M2 Technology NNG15SC81B	Mike Tollinger mike.tollinger@m2ti.com	210-566-3773	www.m2ti.com/	VOSB
Marshall Communications NNG15SD82B	Wayne Deane wdeane@marshallcomm.com	571-209-3904	www.marshallcomm.com/	VOSB
MCP NNG15SD83B	Sergie Ghai sergie@mcpgov.com	408-506-0772	www.mcpgov.com	WOSB, EDWOSB
Mercom NNG15SD84B	Jeff Hopkins jeff.hopkins@mercomcorp.com	571-327-4883	www.mercomcorp.com	WOSB, EDWOSB
NCS NNG15SD85B	Rick Goodman rgoodman@ncst.com	703-743-8638	www.ncst.com	Small Business
Norseman NNG15SC83B	Max Kymmell mkymmell@norseman.com	757-201-8741	www.norseman.com	Small Business
NTS NNG15SC82B	Anita Vasantrai Patel anita@ntsca.com	510-353-4070 ext 327	www.ntsca.com	Small Business
Optivor Technologies NNG15SC84B	Dearest Chandler dearest.chandler@optivor.com	240-646-3911	www.optivor.com	WOSB
Phoenix Data Security NNG15SD87B	Brian Kafenbaum brian.kafenbaum@phxdatasec.com	202-455-5698	www.phxdatasec.com	VOSB, SDVOSB
Proquire NNG15SD94B	Ron Khuong ronk@vti2.com	703-658-0304	www.vti2.com	SDVOSB
PSI Technology NNG15SD86B	Irene Griffith ireneg@petrosys.com	713-355-2202 ext 19	www.petrosys.com	WOSB
Red River NNG15SC85B	Jo Purdy jo.purdy@redriver.com	603-442-5546 603-667-6195	www.redriver.com	Small Business
RedHawk IT NNG15SD88B	James Hawkins james.Hawkins@RedHawkIT.com	844-234-4049	www.RedHawkIT.com	VOSB, SDVOSB
Seeds of Genius NNG15SC86B	Erin Conroy econroy@seedsofgenius.com	410-312-9805	www.seedsofgenius.com/	WOSB, EDWOSB
Sterling Computers NNG15SC89B	Patricia Jacobson patricia.jacobson@sterlingcomputers.com	877-242-4074	www.sterlingcomputers.com	WOSB, EDWOSB
Storsoft Technology NNG15SD89B	Jonathan Evans jevans@storsoftcorp.com	813-513-3673	www.storsoftcorp.com	HUBZone
Strategic Communications NNG15SC90B	Nick Rosenberg nrosenberg.sewvpv@yourstrategic.com	502-813-8019	www.yourstrategic.com	WOSB
Swish Data NNG15SC91B	Stephanie Bortz sbortz@swishdata.com	703-727-4724	www.swishdata.com/	WOSB
Sword & Shield NNG15SD90B	Raymond Kahre rfk@swordshield.com	865-244-3535 865-244-3500	www.swordshield.com	Small Business
Sysorex NNG15SD91B	Erin Engen erin.engen@sysorex.com	703-356-2900 x592	www.sysorex.com/	Small Business
ThunderCat Technology NNG15SC92B	Mike Kelly mkelly@thundercattech.com	703-674-0221	www.thundercattech.com	SDVOSB

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Group C  
 VARs (Value Added Resellers) NAICS Code: 541519

CONTRACT HOLDER	CONTACT	PHONE	WEBSITE	BUSINESS SIZE
Transource NNG15SD93B	Marlo Gouin mgouin@transource.com	800-486-3715	www.transource.com	WOSB
Tribalco NNG15SC93B	Arash Ardalan arash.ardalan@tribalco.com	240-752-6681	www.tribalco.com	Small Business
TSPi NNG15SD92B	Mary Kleppinger mary.baltrinic@tspi.net	703-434-3618	http://tspi.net/	Small Business
Unistar-Sparco Computers NNG15SC87B	Scott Houk scott.houk@sparco.com	800-840-8400 x 833	www.sparco.com	Small Business
VAE NNG15SC94B	Meghan Hoy meghan.hoy@vaeit.com	703-859-5037	www.vaeit.com	WOSB, EDWOSB
Victory Global NNG15SC95B	Deborah Wright dwright@victorygs.com	615-708-7818 410-884-9310	www.victorygs.com	WOSB
Vigilant Technologies NNG15SD69B	Dan Huffman daniel.huffman@vigilant1.com	480-219-8380 ext 103	www.vigilant1.com	SDVOSB
Walker and Associates NNG15SC96B	Christopher Walker chris.walker@walkerfirst.com	913-213-9883	www.walkergov.com	WOSB
Wildflower International NNG15SC97B	Nelson Swindell nelson@wildflowerintl.com	703-819-3616	www.wildflowerintl.com/	WOSB, HUBZone
Yorktel NNG15SD95B	John Tisdale johnt@yorktel.com	908-675-7072	www.yorktel.com	Small Business

Say “Yes” to SEWP

Continued from page 47

**Q. Are you reaching out directly to agencies — especially CIOs and Procurement Chiefs?**

**A. YES!** SEWP Program Leadership Outreach Team (PLOT) is currently talking with CIOs across government to learn about their individual needs and ways SEWP can help solve them.

PLOT has been extremely successful in having these conversations. SEWP is learning what individual agencies need and what needs to be done in the future so agencies can get the most from using SEWP.

**Q. What if I pick up the phone and call you? Will you answer?**

**A. YES!** That’s what the phone is for. Call SEWP during business hours and a SEWP staffer will be happy to help you. Of course, leave a message during non-business hours and SEWP will get back to you within 1 day.

**Q. One of the most frustrating things is orders not being delivered on time? Can SEWP help?**

**A. YES!** The issue is comes down to meeting expectations. Sometimes orders take a long time, but when two weeks becomes two months, then problems arise.

To remedy the situation, SEWP issued guidelines on how Contract Holders will be judged on their delivery performance. Contract Holders will be held accountable,

their performance will be measured and ratings made public on the Contract Holder performance web page.

**Q. My agency has specific procurement procedures for using SEWP. Can we get an agency specific page that spells out what our buyers need to know?**

**A. YES!** SEWP will be happy to set up a specific agency page for agencies that request this service.

**Q. Sometimes I have an issue with a Contract Holder? Can SEWP help?**

**A. YES!** The Contract Holder Relationship Manager (CHRM) is available to assist both customers and Contract Holders if issues arise.

**Q. I have taken SEWP’s basic training, but I need more advanced training. Can SEWP help?**

**A. YES!** SEWP offers “Advanced Training”. Contact SEWP for all the details.

**Q. So, when all is said and done, should I be using SEWP? Tell me why!**

**A. YES!** With SEWP, your agency doesn’t have to worry about how to set up a contract, how to get the products you need and how the pricing is done. All that is done for you so that all you have to worry about is your requirements and your technical needs. You can come to SEWP V for ALL your IT products and product-based services requirements.

**Alberto Donoso**  
Program Manager

Email: [alberto@acconline.com](mailto:alberto@acconline.com)  
Phone: 571-395-4174  
Web: [acconline.com](http://acconline.com)



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

**Mr. Donoso:** In our experience, one issue that should be given more attention to is Supply Chain Integrity. Additionally, manufacturers often require technical certifications in order to authorize vendors to distribute their products. In such cases, buyers should be able to require the corresponding certificates.

Vendors such as ACC offer additional capabilities which buyers could utilize to ensure the customers' needs are satisfied. These capabilities include: systems and solution design and configuration, staging, UID labeling, etc.

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

**Mr. Donoso:** For the Contract Holder, website functionality: SEWP CHOP's website excels in ease of use and functionality. Enforcement of rules and regulations: This helps to reduce the risk of errors.

- Customer service:** Help requests are handled in a timely manner.
- Availability:** The availability of the CHOP website is close to 100%.

**A Legacy Of Exceptional Service, Quality Products And High Standards**

ACC is proud to be celebrating its third decade providing exceptional service and enterprise computing solutions. We've come a long way since our founding as a retail-based hardware and software vendor in 1982.

Now a total IT solutions provider, we've earned a reputation for staying at the forefront of technology and bringing extraordinary value to our customers' businesses through hard work, integrity and expertly designed, implemented and monitored network and AV solutions.

With our status as an economically disadvantaged, woman-owned, small business paired with our Washington DC location and history of excellence, ACC has emerged as a leading provider for government and commercial clients alike.

As an independently owned organization, we have the unique ability and agility to customize and scale any solution to fit the needs of our clients. We are authorized with all of the top manufacturers and offer a level of expert service and insight that can only come from an organization with our industry history



Learn more at: [acconline.com](http://acconline.com)  
or email [alberto@acconline.com](mailto:alberto@acconline.com).



**Michelle Popiel**  
Program Manager

Email: [michelle.popiel@affigent.com](mailto:michelle.popiel@affigent.com)  
Phone: 571-521-5041  
Web: [www.affigent.com](http://www.affigent.com)



**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.

**Delivering Relevant IT To Government**

**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 that represent a balance of new and traditional technologies relevant to the Federal Government. We continually work to learn and evaluate new capabilities in the IT industry so that we can help customers stay ahead of shifts in Federal technology directions. Our specialties include:

- Next Generation Data Center
- Cloud
- Security
- End User Experience

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.



Learn more at: [www.affigent.com](http://www.affigent.com)  
or email [michelle.popiel@affigent.com](mailto:michelle.popiel@affigent.com).



**Allison Flynn**  
Program Manager

Email: [allison.flynn@copperriverit.com](mailto:allison.flynn@copperriverit.com)  
Phone: 703-234-3886  
Web: [www.copperriverit.com](http://www.copperriverit.com)



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

**Ms. Flynn:** When looking to fulfill a SEWP request for a customer, the most valuable information Contract Holders can receive are clear, detailed and contextual Bill of Materials (BOM) as well as the agency's specific needs/goals of their technology purchase. This allows the contract holder to provide the buyer with the best possible solution for their agency's needs.

Questions for buyers to consider when evaluating their request:

- Does this request/solution address the buyers' agency long term budgetary goals?
- What are the potential impacts that low-cost brand name equivalent solutions will have on the existing infrastructure?

Evaluating the Contract Holder's submissions against these types of questions could help the buyers make the best choice for their agency's IT purchases

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

**Ms. Flynn:** The training provided by SEWP, both one-on-one as well as webinars, allows both Contract Holders and buyers to be up to date on site improvements as well as how best to use the vehicle. The support 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 V has made it even easier for Contract Holders to be clear on products that are TAA compliant and even see EPEAT and Energy Star certification levels. Their exceptional customer support, clear and compliant products, and fast, efficient fulfillment SEWP stand above the rest.

**Mike Tollinger**  
Program Manager

Email: [mike.tollinger@m2ti.com](mailto:mike.tollinger@m2ti.com)  
Phone: 210-566-3773; 210-385-2485  
Web: [www.m2ti.com](http://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 incur an additional cost burden and purchase maintenance/warranty for the equipment which ultimately results in a higher overall cost.

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

**Mr. Tollinger:** After a year as a 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.

**Delivering Exceptional Solutions Through Cost Effective Platforms**

From innovation to integration, Copper River IT is transforming the way our clients do business.

As a Federally Recognized, Alaskan Tribal Small Disadvantaged business, our mission is to solve our federal client's greatest IT challenges through our ability to provide advanced products, solutions and services. Our differentiation lies in our unique ability to provide our technologies through the most cost-effective platforms; we hold the highest level technical certifications, maintain the highest level partnerships with all our OEMs, and hold multiple prime contracts for many of today's largest government contracts.

The core technologies we specialize in include:

- Cyber Security
- Data Center & Cloud Architecture
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We believe that delivering exceptional products and services through cost effective platforms gives our clients more time to focus on what matters to them most- driving the innovation and performance they need to reduce cost and maximize their ROI.



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**Architecturally Sound And Price Conscious Solutions**

**M2 Technology (M2)** is an Information Technology (IT) solutions provider specializing in enterprise solutions that range from the Data Center to Client Computing for the Department of Defense (DoD) and the Federal Government. 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](http://www.m2ti.com)  
or email [mike.tollinger@m2ti.com](mailto:mike.tollinger@m2ti.com).



**Jo Purdy**

Director of GWAC's, SEWP V Program Manager

Phone: 603-442-5546; 603-667-6195

Email: jo.purdy@redriver.com

Web: www.redriver.com

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

**Kush Kumar, Vice President of Sales:** As Contracting Officers often purchase on behalf of end-users, a variety of questions may arise during the acquisition process. These often take a bit of back and forth to resolve. Questions typically 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 such questions or concerns and easily update requirements, thus avoiding ordering errors and expediting the SEWP procurement process.

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

**Jo Purdy, Director of GWAC's:** 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 more than 20 years of experience serving the highest levels of the federal government, Red River is 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's proven past performance, technical expertise and skilled incumbent Program Management and Sales personnel make us the right choice for SEWP V users,"** said Jeff Sessions, Red River President. **"With our uncommon work ethic and exceptional customer service, we strive to extend the benefits of SEWP to our customers."**

Red River's seasoned SEWP management team maximizes value for customers with over one million innovative solutions and of best-in-class services to meet technology needs.

We maintain the highest levels of partnership and certifications with key OEMs, and were recently named Cisco Systems Americas Public Sector Federal Civilian Agency Partner of the Year, Public Sector Federal Service Partner of the Year and Public Sector Architectural Excellence — Enterprise Networking Partner of the Year.

**Learn more at: [www.redriver.com/sewp](http://www.redriver.com/sewp) or email [jo.purdy@redriver.com](mailto:jo.purdy@redriver.com).**

**John Tisdale**

Program Manager

Email: johnt@yorktel.com

Phone: 908-675-7072

Web: www.yorktel.com

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

**Mr. Tisdale:** There is a recurring misperception that IT hardware is strictly a commodity buy. End-users commonly don't inquire about maintenance requirements or ongoing support aligned to the organization's needs. Customers should be mindful if their order necessitates either professional or managed services, and ensure it includes adequate training to foster end-user adoption.

The prevailing 'drop-ship' practice can be a recipe for failure. One additional — and very common — issue is purchasing products that are near end-of-life. Government purchasers should talk with Contract Holders to ensure products are aligned with the future roadmaps.

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

**Mr. Tisdale:** SEWP negates the perception of government contracting as a red-tape, snail-like process. SEWP is flexible, nimble and fast, and its effectiveness is a testament to its creators.

As a contract vehicle, SEWP's scope covers most aspects of IT hardware and services, and is founded on fairness and transparency through which federal government agencies are able ensure best possible price for products and services. Like the logo implies, working with this contract is "as easy as duck soup"!

**Premier Provider Of Cloud, UC and Video Solutions**

Recognized worldwide as the leading provider of cloud, unified communications and collaboration, and video managed services, Yorktel selects, integrates and deploys IT-ready video communications systems using best-in-class technology and unparalleled engineering expertise.



With ISO 27001 Certification, Yorktel is able to meet the ever-growing security and compliance requirements, and only works with manufacturers that are government certified and accredited.

The company is committed to delivering complete solutions that meet U.S. government security, interoperability and performance requirements, including: FIPS 140-2 Validation; IPv6 Certifications; DoD DSN Joint Interoperability Test Command Certification (JITC); Information Assurance Accreditation (IA); DUNS 133658445; and CAGE ONTL6.

Over the course of designing and building tens of thousands of video solutions, Yorktel empowers its federal government clientele to experience faster reaction time to emergency situations, increase department-wide efficiency, achieve faster decision making, as well as higher user adoption collaboration.

For 30 years, Yorktel has empowered Federal agencies with secure video communications and collaboration, integration, professional services, telepresence, Media Services and staffing solutions. Its expansive portfolio is utilized by DOE, DOED, SSA, VA, USDA, DOJ, and HHS, as well as DISA.

**Learn more at: [www.yorktel.com](http://www.yorktel.com) or email: [johnt@yorktel.com](mailto:johnt@yorktel.com).**



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.

## Fair Opportunity

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.

### 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

### Group D Profiles



**Connection**  
Phone: 301-340-3409; 800-800-0019 x78086  
Web: [www.connection.com/SEWP](http://www.connection.com/SEWP)  
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**Insight**  
Phone: 800-862-8758  
Web: [www.ips.insight.com](http://www.ips.insight.com)  
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**Presidio**  
Phone: 301-623-1884  
Web: [www.presidio.com](http://www.presidio.com)  
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**VT Group**  
VT Group/VTMilcom  
Phone: 757-463-2800  
Web: [www.vt-group.com](http://www.vt-group.com)  
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**Walker**  
Phone: 913-213-9883  
Web: [www.walkergov.com](http://www.walkergov.com)  
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- 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

### Manufacturer NAICS Code: 541519

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  
 • WOSB = Woman Owned Small Business

CONTRACT HOLDER	CONTACT	PHONE	WEBSITE	BUSINESS SIZE
ACC NNG15SE01B	Alberto Donoso alberto@acconline.com	571-395-4174	acconline.com	WOSB, EDWOSB
AccessAgility NNG15SC23B	Zaib Kaleem zaib@accessagility.com	703-870-3949	accessagility.com	Small Business
Affigent NNG15SC24B	Michelle Popiel michelle.popiel@affigent.com	571-521-5041	www.affigent.com/	Small Business
All Points Logistics NNG15SC25B	Andrea Payne apayne@allpointslc.com	703-483-2800	www.allpointslc.com	VOSB, SDVOSB
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	619-488-9229	www.bluetech.com	WOSB, HUBZone
Carahsoft Technology NNG15SC27B	John Lee john.lee@carahsoft.com	703-871-8646	www.carahsoft.com/	Other Than Small
CDW-G NNG15SC28B	Carroll Genovese carrgen@cdw.com	703-621-8227	www.cdwg.com	Other Than Small
Connection NNG15SC36B	Rena Robinson rrobinson@govconnection.com	301-340-3409 800-800-0019 x78086	www.connection.com/SEWP	Other Than Small
Copper River NNG15SC29B	Allison Flynn allison.flynn@copperriverit.com	703-234-3886	www.copperriverit.com	Small Business
CounterTrade Products NNG15SC30B	Angela Dumm adumm@countertrade.com	303-424-9710 ext 236	www.countertradeproducts.com	WOSB
CWPS NNG15SC31B	Pat DuLaney pdulaney@cwps.com	571-353-7468	www.cwps.com	WOSB
DiSYS Solutions (DSI) NNG15SE04B	Navjot Kaur navjot.kaur@disyssolutions.com	571-707-3625	www.disyssolutions.com	Small Business
DLT NNG15SC98B	Nicole Scotchel nicole.scotchel@dlf.com	703-773-9215	www.dlt.com	Other Than Small
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	Cheryl Burns cburns@emergent360.com	703-216-0042	www.emergent360.com	Other Than Small
Force 3 NNG15SC34B	Cheryl Hill chill@force3.com	410-774-7238	www.force3.com/	Other Than Small
GDOS NNG15SC35B	Kevin Rigotti kevin.rigotti@gdit.com	757-389-4879	www.gdit.com	Other Than Small
GovPlace NNG15SC37B	Michael Guercio mguercio@govplace.com	703-466-5192	www.govplace.com	Small Business
GTRI NNG15SC38B	Brad Spear bspear@gtri.com	720-836-7421	www.gtri.com	Other Than Small
Hyperion NNG15SE07B	David Ruesch druesch@hyperioninc.com	703-848-8850	www.hyperioninc.com	Small Business
Immix Group NNG15SC39B	Jenni Taylor Jenni_Taylor@immixgroup.com	703-677-9804 703-752-0610	www.immixTechnology.com	Other Than Small

## Group D Manufacturer NAICS Code: 541519

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  
 • WOSB = Woman Owned Small Business

CONTRACT HOLDER	CONTACT	PHONE	WEBSITE	BUSINESS SIZE
Insight NNG15SC40B	Gayle Troan gayle.troan@insight.com	703-606-1985	www.ips.insight.com	Other Than Small
Intelligent Decisions NNG15SE08B	Lynda Hamlin lhamlin@intelligent.net	703-554-1642	www.intelligent.net	Other Than Small
Iron Bow Technologies NNG15SC41B	Jodie Vaughn Jodie.vaughn@ironbow.com	703-674-5283	www.ironbow.com	Other Than Small
JUNOVenture NNG15SE09B	Mike Abner mabner@junoventure.com	410-382-2728	www.junoventure.com	Other Than Small
MicroTech NNG15SC42B	Jeannine Willingham jwillingham@microtech.net	571-730-4036	www.microtech.net	Other Than Small
NAMTEK NNG15SE10B	Keith Turgeon kturgeon@namtek.com	603-488-6608	www.namtek.com/	SDVOSB
NTG NNG15SC43B	Jeff Wilder Jeff.Wilder@ntgit.com	813-885-7500	www.ntgit.com/	WOSB, 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	Small Business
SHI International NNG15SE11B	Lance Lorenz Lance_Lorenz@shi.com	732-652-0323	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	605-242-4060	www.sterlingcomputers.com	WOSB, EDWOSB
Strategic Communications NNG15SC50B	Nick Rosenberg nrosenberg.sewvp@yourstrategic.com	502-813-8019	www.yourstrategic.com	WOSB
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	Small Business
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
VT Milcom NNG15SC53B	Jodi Darnell jodi.darnell@vt-group.com	757-463-2800	www.vt-group.com/	Other Than Small
Walker and Associates NNG15SC54B	Christopher Walker chris.walker@walkerfirst.com	913-213-9883	www.walkergov.com	WOSB
WWT NNG15SC55B	Abby Williams abby.williams@wwt.com	314-682-5020	www.wwt.com/	Other Than Small

**Rena Robinson**  
Program Manager

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



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

**Ms. Robinson:** We find that the SEWP Buyers are generally well informed because many of them have had training on the SEWP RFQ tools and processes. However, it would be helpful to have the customer ask about extra features they might need, such as power requirements, cords, and other accessories. Sometimes the customer needs those extras, but doesn't realize that they are priced separately.

We also need to know if the customer requires extended warranties or OCONUS support and delivery. If documents are required with the proposal it's a good idea to inform the Vendor. We also feel that the SEWP office provides great training aides for both the Customer and Vendor, in person and through the SEWP CHOP.

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

**Ms. Robinson:** The SEWP office is very well organized and efficient. They also have great systems for product and pricing information. They do a lot to help the vendor ensure compliance and customer satisfaction.

Their RFP tool allows the customer to choose from several vendor groups to ensure that the customer is getting the right products from authorized suppliers at a reasonable price — delivered on time.

#### Meeting The Expressed Needs Of Government

**Connection** is your national solutions provider for the entire IT lifecycle dedicated to fulfilling the specialized needs of the federal government. We connect our federal government customers with technology that enhances growth, elevates productivity, and empowers innovation. Our Account Managers understand your mission and offer the technology and services necessary to solve your unique challenges. They will help you navigate our federal contracts, extensive products and solutions to find one that matches your needs and your budget.

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or email [rrobinson@govconnection.com](mailto:rrobinson@govconnection.com).



**Gayle Troan**  
Program Manager

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



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

**Ms. Troan:** SEWP: Solutions for **Enterprise-Wide** Procurement. It's important for contracting personnel to know that they can use SEWP for more than just a single purchase, they can use the contract to help solve enterprise-wide problems. When a buyer is developing an RFQ for an end-user's requirements, they should ask themselves whether that solution might be applicable across the entire enterprise. Whether it is data center consolidation, unified communications, mobility or cloud - collaborate with your Executive Management and look to SEWP for solutions to your agency's largest challenges.

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

**Ms. Troan:** The buying process on SEWP is quick and easy. SEWP provides and maintains an online Quote Request Tool (QRT) that can be used for both market research and for requesting final quotes. The QRT eliminates the need for buyers to manually search for hard-to-find products and ensures product price reasonableness and Fair Opportunity compliance. In addition, once a selection has been made, the QRT can be used for order notification to both successful and unsuccessful bidders. SEWP maintains order tracking visibility from order acceptance through final completion.

#### Intelligent Technology Solutions Enabling Government IT

**Insight Public Sector** harnesses the combined resources of technical expertise, deep working relationships with thousands of IT Original Equipment Manufacturers (OEMs), and a strong federal sales and contracting practice.

We provide the information, products and IT management to solve federal agencies' real business problems and engage with and support their constituents. We participate as a full partner with all of the top-tier IT OEMs and publishers, ensuring our clients access to the technology solutions they need.

Insight has been a leading provider of hardware, software and service solutions to public sector and commercial clients for 28 years. Our unique model combines our far-reaching supply chain with an array of advanced services and technical resources to support federal agencies of all sizes. And now with the SEWP V contract, we're able to do that in a bigger fashion than ever before.

The SEWP V contract has proven invaluable to Insight and our clients. The SEWP V contract provides a collection point for all of the major industry resellers and OEMs. And among that crowd, Insight stands out as uniquely resourced and qualified to address those clients' concerns.



Learn more at [www.ips.insight.com](http://www.ips.insight.com)  
or email [gayle.troan@insight.com](mailto:gayle.troan@insight.com).



**Eric Martinis**  
Executive Vice President, federal

Email: emartinis@presidio.com  
Phone: (301)313-2057  
Web: www.presidio.com

## PRESIDIO

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

**Mr. Martinis:** Sometimes the simplest questions are overlooked. "Do you take trade in product?" Many manufacturer's offer price discounts and incentives for upgrading to new technologies. Your end user very well may have older product that might qualify to trade in.

Need product fast? "Do you have an expedite process?" There are many ways for resellers to order product from multiple distributors or direct from the manufacturer. Ask them to choose the fastest route and then volunteer to pay for overnight shipping if possible.

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

**Mr. Martinis:** SEWP V's PMO platform makes the buying process easier for customers from start to finish. Presidio established their SEWP PMO based on the unique requirements for federal contracts and is designed for management, service and customer support. This model of support mirror's the SEWP PMO and clients benefit by a combined, streamlined approach to procurement. Presidio's Eric Martinis, Executive Vice President of Federal sales, has over 20 years of Federal IT experience and over 15 years' experience with the SEWP Program. "The SEWP PMO has created the most effective and efficient government contract of its kind. The PMO has adapted to the government procurement cycle and created tools to make buying easier, faster, and more competent," says Martinis.

### Harness The Limitless Power Of IT

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 technology solutions that meet your immediate needs — and prepare your agency for tomorrow.

The Presidio account managers, solution architects, engineers and program managers team together to apply decades of experience to help Federal customers solve their most complex technology challenges.

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](http://www.presidio.com)  
or email [emartinis@presidio.com](mailto:emartinis@presidio.com).**



**Jodi Darnell**  
Program Manager

Email: jodi.darnell@vt-group.com  
Phone: 757-463-2800 ext. 79205; 757-753-1393  
Web: www.vt-group.com



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

**Ms. Darnell:** One thing a buyer should ask themselves is, Can I write a delivery order with options for the same solution for future needs? If there is a defined ongoing need, a delivery order with options could be a convenient way to procure those needs.

Once the requirements are issued to satisfy Fair Opportunity, a delivery order is awarded. Subsequent calls or delivery/task orders are made off the initial delivery order.

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

**Ms. Darnell:** SEWP provides an existing contract under which the customer can write a delivery order after providing Fair Opportunity. The SEWP PMO provides an online tool that will satisfy Fair Opportunity for the customer to post their requirements to primes.

This tool allows the customer to manage RFQ(s) easily using a point-and-click interface. Also, because the technology refresh process is so quick, customers benefit by having swift access to the solutions they need right now. The entire process of quote request to delivery order award can be condensed into a short time frame.

### Comprehensive Solutions Vital To The Ongoing Continuity Of Business

VT Group offers methodology, expertise and a proven performance record for designing, installing and supporting integrated solutions in both commercial and federal markets. VT Group also offers comprehensive solutions vital to the ongoing continuity of business, focusing on the areas of Network Management, Data Center infrastructure, Cyber Security and Healthcare.



VT Group provides layer 1-4 network engineering, assessment, design, implementation, and installation of enterprise networks, and is a Gigabit Passive Optical Network (GPON) full solution provider. It offers a range of data center infrastructure solutions such as UPS systems, power distribution, wireless networks, physical cable topology and distribution.

VT Group provides a cyber solution that covers a broad spectrum of cyber securities. Solutions cover cyber enterprise operations, management and planning, cyber assurance made up of compliance, engineering and life-cycle solutions, and lastly, asset protection and management.

VT Group Healthcare is a premier provider of customized healthcare communications solutions to commercial and military healthcare systems worldwide, with emphasis on staff productivity, clinical needs and patient satisfaction.

For more than 44 years, we have partnered with customers to pioneer technology solutions and have gained significant expertise and an excellent performance reputation fulfilling complex information technology (IT) projects.

**Learn more at: [www.vt-group.com](http://www.vt-group.com)  
or email [jodi.darnell@vt-group.com](mailto:jodi.darnell@vt-group.com)**



**Jane Hefner Brightwell**  
Vice President

Email: jane.brightwell@walkerfirst.com  
Phone: 336-731-5263; 336-250-6078  
Web: www.walkerfirst.com



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

**Ms. Brightwell:** 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 to 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 Telecom 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.

**The 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 mission 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 transport, power conversion & protection, computers, peripherals, phones, VoIP, AV systems and enterprise security software.

Additionally, Walker provides communications infrastructure for inside and outside environments including fiber/copper connectivity & cabling, power systems, enclosures, and fiber distribution systems for bases and campuses.



Learn more at: [www.walkergov.com](http://www.walkergov.com).



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| <b>13</b> Carahsoft                   | <b>27</b> Yorktel               | <b>66-67</b> Insight Public Sector   |
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## It Occurs To Me...



Jeff Erlichman  
Editor, On The FrontLines Magazine

# SEWP: A Government Success Story

This is the sixth iteration of the SEWP GWAC. Wow!!!

How often does anything anywhere reach a sixth 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."

“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.”

## 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 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.

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## EMERGENT AND NASA SEWP V

Together We Do More.

Emergent provides guidance and support for agencies to maximize performance and achieve their mission goals. Founded in 2006, Emergent has a long history of delivering comprehensive IT solutions to its customers. Over the past ten years, Emergent's expertise has evolved to include systems integration & architecture, product acquisition, and consulting & training services from leading-edge technology partners like Adobe, Red Hat, Symantec, and FireEye, among others. Emergent's extensive partner network allows government customers access to innovative solutions through a streamlined procurement process utilizing NASA SEWP V.



Learn more about how Emergent & NASA SEWP V can move your agency forward.

[www.emergent360.com/contracts/sewp-v-contract](http://www.emergent360.com/contracts/sewp-v-contract)



# NASA SEWP, pronounced 'SOUP', stands for 'Solutions for Enterprise-Wide Procurement'. OMB Authorized GWAC, Open To All Federal IT buyers



Joanne Woytek  
SEWP Program  
Manager

“We want to encourage our customers to go beyond what they thought of as SEWP as just being an IT products contract, and now look at SEWP as a full solutions IT contract befitting the name “Solutions for Enterprise Wide Procurement.””



### Go Old School!

Pick up the phone and call 301-286-1478!  
A live SEWP staffer will service your needs!

## SEWP V Ingredients

Check Out Why You Should Use SEWP for all your ICT Products and Product-Based Services Needs.:

- ✓ **145** competed Prime Contract Holders (all business sizes represented) to buy from.
- ✓ **5,000** providers of advanced Information Technology and Communications (ICT) (companies that provide in scope products and/or services) including HP, Cisco, Apple, NetApp, EMC APC, Microsoft, Oracle etc.
- ✓ More than **4.5 million** contract line items (CLINS) and growing; 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)** issued against the contract by your individual agency, giving you complete control.
- ✓ The **SEWP PMO**, the “Gold Standard” of customer service to help you every step of the way.
- ✓ **Firm Fixed Price** contracts for ICT products and product based services, with a low 0.39% fee you never see (paid by Contract Holder).
- ✓ **Agency Catalog** option that provides individualization based on need.
- ✓ **Governmentwide Strategic Services (GSS)** with THE best prices for desktops, laptops.
- ✓ **Delivery and Tracking tools** provide control over buys.
- ✓ Easy To Use **Web Tools** facilitate buying process
- ✓ **Training, then Advanced Training** for all; mandatory for DOD.
- ✓ **Credit Card Ordering** makes micro purchasing easy.
- ✓ **Contract Holder** performance monitored and published on SEWP website.
- ✓ **Program Leadership Outreach Team (PLOT)** gives CIOs new capabilities to manage IT resources.
- ✓ A GWAC with a **\$20 billion** ceiling administered by NASA; SEWP V contracts run from May 1, 2015 through April 30, 2025.



### SEWP At Your Service



**Office Hours:** Monday - Friday, 7:30 AM ET to 6:00 PM ET  
**Helpline:** (301) 286-1478; [help@sewp.nasa.gov](mailto:help@sewp.nasa.gov)  
**Orders:** FAX (301) 286-0317; [sewporders@sewp.nasa.gov](mailto:sewporders@sewp.nasa.gov)  
**Web/CHAT:** [www.sewp.nasa.gov](http://www.sewp.nasa.gov) (Click on the CHAT button)

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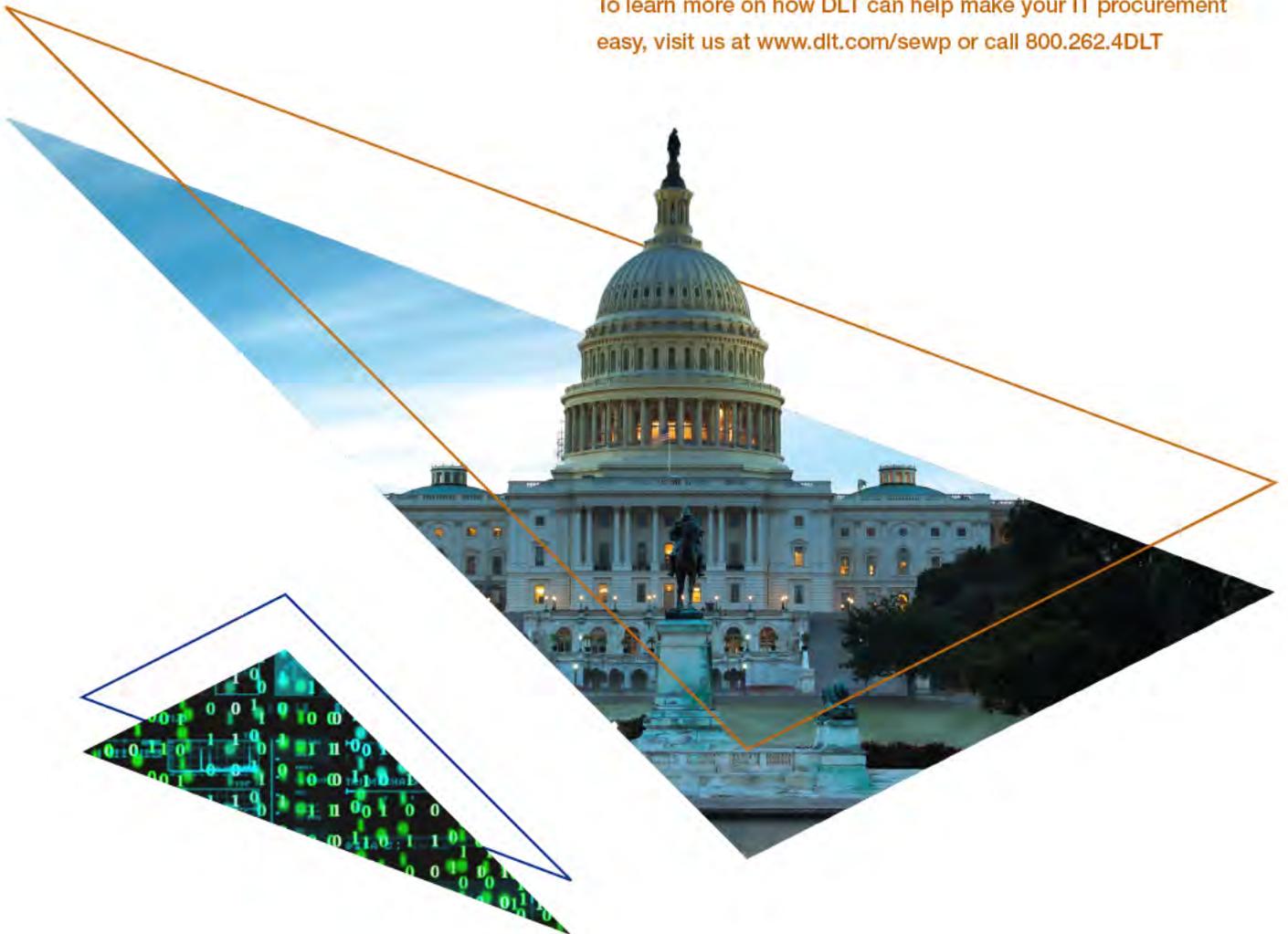
# SEWP MADE EASY



## Government Procurement Made Easy

Getting the IT solutions you need shouldn't take an act of Congress. For over 25 years, DLT Solutions has made IT procurement easy by offering the latest and greatest solutions – including cloud, cybersecurity, DevOps and business applications – from a vast portfolio of top-tier partners.

To learn more on how DLT can help make your IT procurement easy, visit us at [www.dlt.com/sewp](http://www.dlt.com/sewp) or call 800.262.4DLT



# Helping you serve your citizens

At Insight, we think federal.





As a Fortune 500 global provider of Intelligent Technology Solutions™, we know when it comes to government IT, one size does not fit all. That's why we hold major federal contracts, including SEWP V.

Our Insight Public Sector (IPS) team has extensive experience building IT solutions for federal agencies. And we have the buying power to back our knowledge — and the resources to ensure your rollout is completed on time and on budget.

We'll work with you to acquire, implement and manage the technologies that drive efficiencies across your federal agency — so you can deliver on your mission to the public in powerful, cost-effective ways.

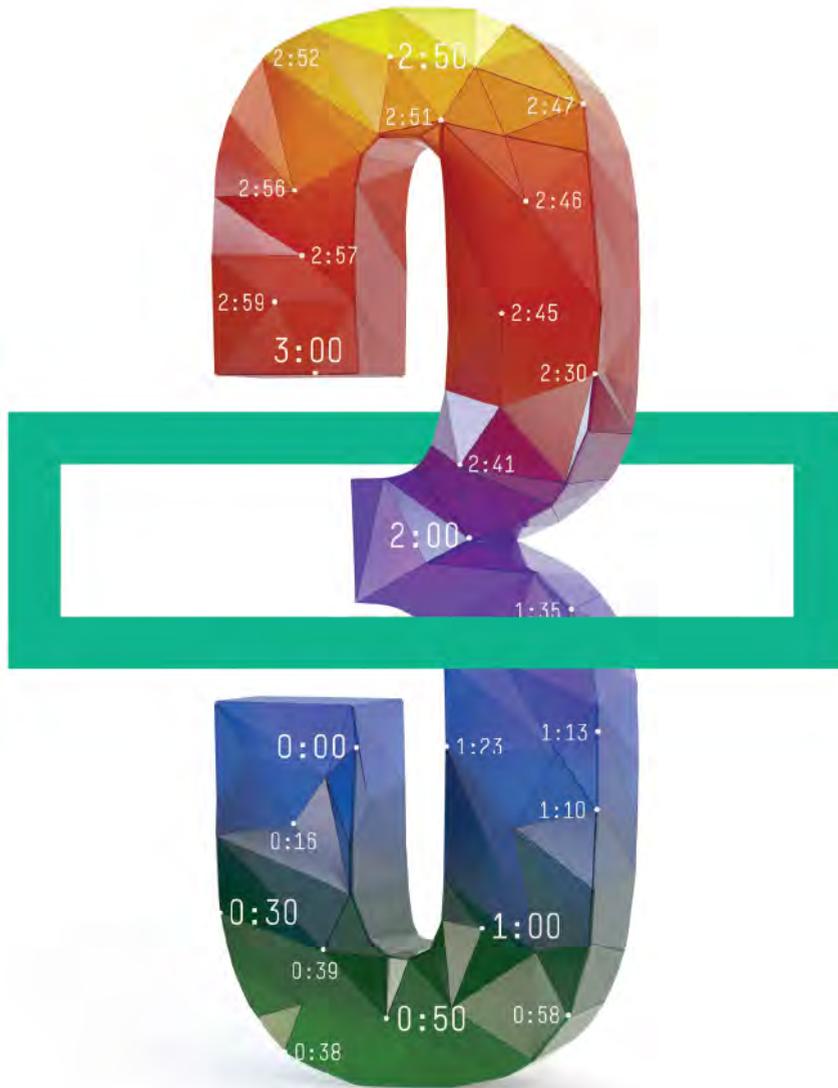
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