

SPECIAL REPORT: TOP 250 GSA VENDORS

TOP 250 GSA VENDORS

Companies reporting the highest sales on General Services Administration federal supply schedules in fiscal 2006*

Rank 2006 (2005)	Company	Contract awards (in millions)
1 (1)	Dell Inc.	\$1,259
2 (3)	Science Applications International Corp.	989
3 (2)	Northrop Grumman Corp.	950
4 (4)	Booz Allen Hamilton Inc.	790
5 (5)	International Business Machines Corp.	516
6	Corporate Lodging Consultants	501
7 (6)	Computer Sciences Corp.	490
8 (20)	General Dynamics Corp.	442
9 (7)	BearingPoint Inc.	367
10 (8)	L-3 Communications Inc.	364
11 (10)	EDS Corp.	329
12 (9)	Lockheed Martin Corp.	324
13 (15)	Accenture Ltd.	322
14 (16)	CACI Inc.	286
15 (18)	BAE Systems Inc.	270
16 (13)	ManTech Co.	263
17 (17)	Xerox Corp.	258
18 (22)	Comstor Corp.	256
19 (19)	Hewlett-Packard Co.	254
20 (32)	immixTechnology Inc.	211
21 (21)	FedEx Corp.	206
22 (23)	Unisys Corp.	203
23 (24)	SRA International	198
24 (12)	Oracle Corp.	196
25 (38)	Harris Corp.	174
26 (134)	Mythics Inc.	158
27 (29)	MPRI Inc.	158
28 (25)	CDW Government Inc.	158
29 (27)	DLT Solutions Inc.	152
30	Thales Communications Inc.	143
31 (33)	Herman Miller Inc.	136
32 (28)	Motorola Inc.	128
33 (41)	ASAP Software Express Inc.	127
34 (45)	SI International Inc.	122

Rank 2006 (2005)	Company	Contract awards (in millions)
35 (31)	Agilent Technologies Inc.	121
36 (40)	Knoll Inc.	118
37 (36)	Perot Systems Government Service	117
38 (35)	Apptis Inc.	115
39 (113)	Verizon	114
40 (26)	GTSI Corp.	112
41	Apogen Technologies	111
42 (205)	Nortel Networks	109
43 (34)	AT&T Corp.	108
44 (30)	Softmart Government Services Inc.	107
45 (39)	Avaya Inc.	106
46 (66)	The Presidio Corp.	101
47 (47)	JHM Research & Development Inc.	99
48 (37)	W.W. Grainger Inc.	98
49 (54)	True North Communications Inc.	92
50 (46)	Logistics Management Institute	91
51 (52)	KPMG	90
52	Blackwater Lodge and Training Center	87
53 (67)	Wackenhut Corp.	86
54 (44)	MTC Technologies Inc.	83
55 (62)	Westwood Computer Corp.	81
56	Sytex Inc.	80
57 (55)	Haworth Inc.	80
58 (99)	SecTek Inc.	76
59 (64)	Prudential Residential Services	76
60	Cartus Corp.	74
61 (72)	RS Information Systems Inc.	74
62	Merlin International Inc.	74
63 (145)	Deloitte & Touche LLP	73
64 (75)	J. Walter Thompson Co.	73
65 (63)	Robbins-Gioia LLC	70
66 (86)	Computer Associates International	69
67 (58)	Canon U.S.A. Inc.	68
68 (74)	MVM Inc.	67
69 (105)	Camber Corp.	67
70 (53)	Dynamics Research Corp.	66
71 (42)	Officemax Contract Inc.	65
72 (81)	ESRI	65
73 (95)	CherryRoad GT Inc.	65

Rank 2006 (2005)	Company	Contract awards (in millions)
74	Software Spectrum Inc.	65
75 (101)	Intelligent Decisions Inc.	65
76 (14)	Point Blank Body Armor Inc.	64
77 (43)	CGI-AMS Inc.	64
78 (57)	Office Depot Inc.	63
79 (125)	Vangent**	62
80 (85)	Tremco Inc.	62
81 (84)	Coastal International Security Inc.	62
82 (76)	Scitor Corp.	60
83 (117)	BMC Software Distribution Inc.	60
84 (123)	Security Consultants Group Inc.	59
85 (50)	Raytheon Co.	59
86 (135)	Vion Corp.	58
87 (104)	Gartner Inc.	58
88 (94)	Tecolote Research Inc.	57
89 (48)	SAP Public Services Inc.	57
90 (51)	Mine Safety Appliances Co.	57
91 (111)	IDSC Holding LLC	57
92 (234)	Morgan Research Corp.	56
93 (220)	Westar Aerospace & Defense Group	56
94 (124)	Analytic Services Inc.	56
95 (143)	PricewaterhouseCoopers	55
96 (186)	Performance Management Consulting	55
97 (158)	McNeil Technologies Inc.	54
98 (91)	Softchoice Corp.	54
99 (98)	Battelle Memorial Institute	53
100 (106)	Grant Thornton LLP	53
101 (79)	Kimball International Inc.	53
102 (142)	Calibre Systems Inc.	52
103 (65)	Gateway Companies Inc.	52
104 (77)	EMC Corp.	51
105 (129)	Sparta Inc.	50
106 (141)	Veritas Software Corp.	50
107	CAS Inc.	50
108 (120)	The HON Co.	50
109 (184)	Stanley Associates Inc.	50
110 (150)	CMI Management Inc.	50
111 (127)	SRS Technologies	49
112	Axiom Resource Management	47
113 (78)	Steelcase Inc.	47
114 (59)	MPC Government	47

Rank 2006 (2005)	Company	Contract awards (in millions)
115 (92)	Sybase Inc.	46
116 (108)	American Science and Engineering Inc.	46
117 (162)	Akal Security Inc.	46
118 (174)	USProtect Corp.	45
119 (215)	Technical Communities Inc.	45
120 (140)	Worldwide Language Resources Inc.	45
121 (49)	Belleville Shoe Manufacturing Co.	44
122 (147)	Executive Information Systems LLC	43
123 (82)	ARINC Engineering Services LLC	43
124 (80)	Home Depot U.S.A. Inc.	43
125 (112)	Advanced Technology Systems Inc.	43
126 (83)	SM Consulting Inc.	42
127 (88)	Dun & Bradstreet Inc.	42
128 (107)	FC Business Systems LLC	41
129 (90)	SYColeman Corp.	41
130	First Choice Armor and Equipment	41
131	Eagle Group International LLC	41
132 (97)	Corporate Express Office Products	41
133 (180)	Konica Minolta Business Solution	40
134 (87)	US Investigation Services	40
135 (61)	Diversified Collection Services Inc.	39
136	AEPCO Inc.	38
137 (201)	Dimensions International Inc.	38
138 (179)	Ricoh Corp.	37
139 (177)	Information Manufacturing Corp.	37
140 (138)	Pioneer Credit Recovery Inc.	37
141 (197)	RABA Technologies LLC	37
142 (173)	Cogent Inc.	37
143 (114)	MSC Industrial Direct Co. Inc.	37
144 (183)	R.M. Vredenburg & Co.	36
145 (163)	Dynamic Systems Inc.	36
146	Military Personnel Services Corp.	36
147 (118)	SimplexGrinnell LP	36

TOP 250 GSA VENDORS cont'

Rank 2006 (2005)	Company	Contract awards (in millions)
148	Athena Innovative Solutions Inc.	35
149(115)	Force 3 Inc.	35
150(70)	Base-X Inc.	35
151(212)	EC America Inc.	34
152(185)	Sierra Nevada Corp.	33
153(153)	BUCON Inc.	33
154(199)	HJ Ford Associates Inc.	33
155(176)	Irving Burton Associates Inc.	33
156(68)	Jardon & Howard Technologies Inc.	33
157(73)	Telos Corp.	33
158(139)	EG&G Technical Services Inc.	32
159(214)	Zen Technology Inc.	32
160	Centech Group Inc.	32
161(168)	MCR Federal LLC	32
162(166)	LOGTEC Inc.	32
163(164)	STG Inc.	31
164(137)	Sverdrup Technology Inc.	31
165	Siemens	31
166(194)	Remotec Inc.	31
167(154)	Beta Analytics Inc.	31
168(172)	Altatum Institute	30
169(190)	Cognos Corp.	30
170(241)	Corporate Relocation Services Inc.	30
171(204)	Engineering Management Concepts Inc.	30
172(119)	Government Acquisitions Inc.	30
173(128)	Alaska Structures Inc.	30

Rank 2006 (2005)	Company	Contract awards (in millions)
174(132)	DCS Corp.	29
175(218)	GE	29
176	Pro-Telligent LLC	29
177	Global Mail Inc.	29
178	Wyle Laboratories Inc.	29
179	Express Services Inc.	29
180(110)	ADT Security Services Inc.	29
181(149)	Allsteel Inc.	29
182(151)	Sharp Electronics Corp.	28
183(196)	Spectrum Systems Inc.	28
184	Bart & Associates Inc.	28
185(208)	Life Fitness Inc.	27
186(238)	Omniplex World Services Corp.	27
187	Oce North America Inc.	27
188(121)	NCI Information Systems Inc.	27
189	TMI Management Systems Inc.	27
190(230)	Spacesaver Storage Systems Inc.	27
191(189)	Quantum Research International Inc.	27
192	Arcadis U.S. Inc.	26
193	Kroll Government Services Inc.	26
194	GovConnection Inc.	26
195	Learning Tree International, USA	26
196(133)	The MIL Corp.	26
197	Acquisition Solutions Inc.	25
198	NCR Government Systems LLC	25
199(165)	Skyland Equipment Co. Inc.	25
200(178)	Government Scientific Source Inc.	25

Rank 2006 (2005)	Company	Contract awards (in millions)
201(175)	Van Ru Credit Corp.	25
202(228)	Scientific Research Corp.	25
203(122)	SenCom Corp.	25
204(245)	JMA Associates Inc.	25
205(160)	McDonald Bradley Inc.	25
206(239)	Paradigm Solutions Corp.	24
207	Signal Solutions Inc.	24
208	Johnson Controls Inc.	24
209	Engineering and Professional Services Inc.	24
210(242)	RS Staffing Services Inc.	24
211	Research Triangle Institute	24
212(231)	Documentum Inc.	24
213(221)	System Studies & Simulation Inc.	24
214	Danya International Inc.	23
215	Patriot Technologies Inc.	23
216(191)	High Performance Technologies Inc.	23
217(157)	Eagan, McAllister Associates Inc.	23
218	Reed Elsevier	23
219(192)	Compuware Corp.	23
220(200)	Eaton Electrical Inc.	23
221(56)	ACS Defense Inc.	23
222(181)	The Specialty Group Inc.	23
223	Telecommunication Systems Inc.	23
224(224)	ITT Corp.	23
225	Macro International Inc.	23
226	Shuert Industries Inc.	23
227	Americom Government Services Inc.	23
228	Synnex Corp.	23
229	3H Technology LLC	23
230	Intellidyne LLC	22

Rank 2006 (2005)	Company	Contract awards (in millions)
231(169)	Kipper Tool Co. Inc.	22
232(233)	ITS Corp.	22
233	Lenco Industries Inc.	22
234	Southwest Research Institute Inc.	22
235(235)	Datatrak Information Services Inc.	22
236(247)	Financial Asset Management Systems Inc.	22
237	Base Technologies Inc.	22
238	Bradson Corp.	22
239(100)	Information Network Systems Inc.	22
240	Trimble Navigation Limited	22
241(96)	DHS Systems LLC	21
242	InfoReliance Corp.	21
243	Analex Corp.	21
244	MKI Systems Inc.	21
245(167)	The Protective Group Inc.	21
246	BTAS Inc.	21
247	LDV Inc.	21
248	Innovative Emergency Management	21
249(227)	DPRA Inc.	21
250	Dynetics Inc.	21

Total sales for top 250 vendors \$21,543
Total sales on GSA schedules \$34,840

*FedSources' data is based on analysis of GSA schedule sales as reported by contractors on GSA's Schedule Sales Query. Firms are identified by their names at the end of fiscal 2006 and do not reflect any later mergers and acquisitions.

** Vangent acquired NCS Pearson in 2006. NCS Pearson was No. 125 in 2005.

SOURCE: FedSources Inc.

GRAPHIC BY
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Top 10 in sales

The following are the top 10 vendors in sales on the General Services Administration's federal supply schedules. Information was provided by company communications staffs.

1

DELL INC.

Headquarters: Round Rock, TX
CEO, chairman: Michael Dell
Employees: 78,700
Fiscal 2005 revenue: \$49.2 billion
Fiscal 2006 revenue: \$57.9 billion

Products and services offered through GSA schedules include: Servers, storage systems, desktop computers, notebook computers, printers and services

2

SCIENCE APPLICATIONS INTERNATIONAL CORP.

Headquarters: San Diego
CEO, chairman: Ken Dahlberg
Employees: 44,000
Fiscal 2005 revenue: \$7.8 billion
Fiscal 2006 revenue: \$7.2 billion

Products and services offered through GSA schedules include: Business improvement, information technology, program management, systems integration, logistics support, environmental management, communications and marketing, engineering, energy, financial management and telecommunications

3

NORTHROP GRUMMAN CORP.

Corporate headquarters: Los Angeles
Northrop Grumman Information Technology headquarters: McLean, Va.
CEO, chairman: Ronald Sugar
Employees: 122,200
Fiscal 2005 revenue: \$30.1 billion
Fiscal 2006 revenue: \$30.1 billion

Products and services offered through GSA schedules include: Strategic planning; test and evaluation; integrated logistics support; systems design, integration and engineering; financial management services; law enforcement record management solutions. Available GSA schedules include: Financial and Business Solutions (FABS);

4

BOOZ ALLEN HAMILTON INC.

Headquarters: McLean, Va.
CEO, chairman: Ralph Shrader
Employees: 19,000
Fiscal 2005 revenue: \$3.3 billion
Fiscal 2006 revenue: \$4.0 billion

Products and services offered through GSA schedules include: Information technology, systems development and integration, engineering, change management and organizational design, human resources services, logistics management, marketing solutions, financial management, training services

Top agency customers: Defense and Homeland Security departments, Environmental Protection Agency

5

IBM CORP.

Headquarters: Armonk, N.Y.
CEO, chairman: Samuel Palmisano
Employees: 319,000
Fiscal 2005 revenue: \$91.1 billion
Fiscal 2006 revenue: \$91.4 billion

Products and services offered through GSA schedules include: Enterprise transformation, organizational assessments and organizational and personal development; asset management, accounting, budgeting and supportive financial management services; and services

related to most types of engineering tasks, including strategic planning for technology programs and activities, concept development and requirements analysis, system design, engineering and integration services, test and evaluation, integrated logistics support, acquisition and life cycle management

6

CORPORATE LODGING CONSULTANTS

Headquarters: Wichita, Kan.
CEO, president: George Hansen
Employees: Undisclosed
Fiscal 2005 revenue: Undisclosed
Fiscal 2006 revenue: Undisclosed

Products and services offered through GSA schedules include: Emergency lodging services

Top agency customers: Agencies that are listed on CLC's Emergency Lodging Services or that have issued task orders against the company's supply schedule contract include: Corporation for National and Community Services; Defense Contract Management Agency; Environmental Protection Agency; the Federal Executive Boards; General Services Administration; National Labor Relations Board; Office of Personnel Management; Special Operations Command; and the Commerce, Health and Human Services, Homeland Security, Labor, and Veterans Affairs departments

Example of how the company has improved the way a customer agency does business: CLC Payment Solutions administered on behalf of the Federal Emergency Management Agency more than \$80 million in individual

rental assistance payments to 7,000 landlords for 30,000 apartments housing hurricanes Katrina and Rita evacuees. The company developed a customized payment solution that integrated evacuee qualification data, Housing and Urban Development Department fair market rent restrictions, landlord verification rules, and landlord support systems

7

COMPUTER SCIENCES CORP.

Headquarters: El Segundo, Calif.
Public-sector headquarters: Falls Church, Va.
CEO, chairman: Van Honeycutt
Employees: 79,000
Fiscal 2005 revenue: \$14.1 billion
Fiscal 2006 revenue: \$14.6 billion

Products and services offered through GSA schedules include: Information technology, engineering and professional services offered on the following GSA supply schedules: IT, PES, Advertising and Integrated Marketing Solutions (AIMS), Financial and Business Solutions (FABS), Environmental Services (ES), Human Resources and Equal Employment Opportunity (Schedule 738X), Logistics Worldwide (LOG-WORLD), and Mission Oriented Business Integrated Services (MOBIS)

8

GENERAL DYNAMICS CORP.

Headquarters: Falls Church, Va.
CEO, chairman: Nicholas Chabreja
Employees: 82,600
Fiscal 2005 revenue: \$21.0 billion
Fiscal 2006 revenue: \$24.0 billion

Products and services offered

through GSA schedules include: Network and systems integration, systems engineering, information technology, and information assurance. The company has offerings on the following supply schedules: Advertising Integrated Marketing Solutions (AIMS); Information Technology; Management, Organizational and Business Improvement Services (MOBIS); Professional Engineering Services (PES)

9

BEARINGPOINT INC.

Headquarters: McLean, Va.
CEO, Director: Harry You
Employees: 17,400
Fiscal 2006 revenue: \$3.4 billion

Products and services offered through GSA schedules include: Information technology services; financial management/asset management; professional engineering services

10

L-3 COMMUNICATIONS INC.

Corporate headquarters: New York
Government Services Inc. Headquarters: Chantilly, Va.
CEO, president: Michael Strianese
Employees: 63,700
Fiscal 2005 revenue: \$9.4 billion
Fiscal 2006 revenue: \$12.5 billion

Products and services offered through GSA schedules include: Engineering services, satellite communications, command and control, training and simulation, systems integration

FIONA CLEM

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