



Ms. Julie Akers
Vice President
Federal Schedules, Inc.
2325 Dulles Corner Blvd.,
Suite 410
Herndon, Virginia 20171

Dear Julie,

In the final days of the Federal Government's fiscal year, buyers and vendors scramble to process orders to meet the end-of-year deadline. This is not the time for a vendor to make a change to their GSA Schedule. However, this is exactly what Gerry Claunch of GDC Integration asked Federal Schedules, Inc. to do.

GDC Integration had introduced a new service and a federal agency found money in their 2008 budget to fund the procurement. The problem is this was the first procurement that agency had done with GDC Integration. With any first procurement with a new vendor, the agency needed to research the viability of the vendor. This is the reason many agencies buy from the GSA Schedule because they know that GSA has already performed the required company research on the vendor.

When the agency did the GSA Vendor search, GDC Integration had not completed the update of the new service. The buyer was stuck. The service they wanted to buy was not listed. The buyer would accept a notification from a GSA representative that GDC Integration had in fact submitted the required change. It was not necessary that the change be completed; only that it was received by GSA. The President of GDC Integration, Gerry Claunch called his Federal Schedules, Inc. representative, Melody Woodward for help on a Wednesday night. Melody and her Federal Schedules associates not only got the change submitted but due to their incredible working relationship with GSA, got the change completed the next day and GDC Integration got the contract.

GDC Integration will proudly let Federal Schedules, Inc. represent them in any matter needing addressed to the GSA. Thank You Melody Woodward and Federal Schedules, Inc.!!!

Sincerely,

A handwritten signature in black ink that reads 'Gerry Claunch'.

Gerry Claunch
President
GDC Integration, Inc.