



# IT Schedule 70 Monthly Report

Compiled From the Universal Report Specifying Application (URSA)



A PUBLICATION OF The Center for IT Schedule Program | [WWW.GSA.GOV/ITCENTER](http://WWW.GSA.GOV/ITCENTER) | FISCAL YEAR 2008 | July 31, 2008 | >FREE<

### Questions? Comments?

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### Federal IT Sales Increase | Cooperative Purchasing Sales increase

Total Reported Year-To-Date Sales are roughly \$480 million or 2.9% below last year's Year-To-Date Sales for the same month.

Cooperative Purchasing Reported Year-To-Date Sales are \$38 million or 12% higher than Year-To-Date Sales at this time last year.

Disaster recovery sales doubled to a total of \$883,423.

### The Quick and Dirty Index:

#### IT Sales:

**\$15,972,640,029**

#### Federal Sales:

**\$15,613,482,546**

#### State/Local Sales:

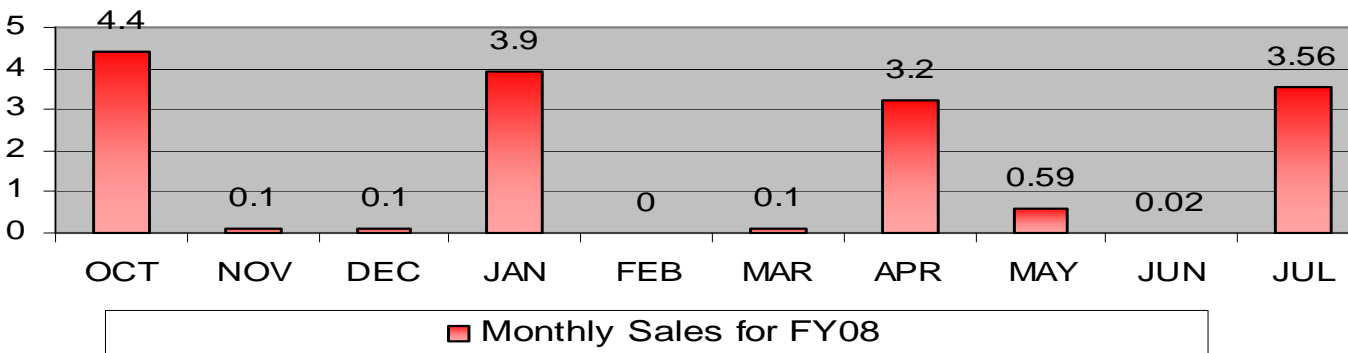
**\$358,274,060**

#### Disaster Recovery Sales

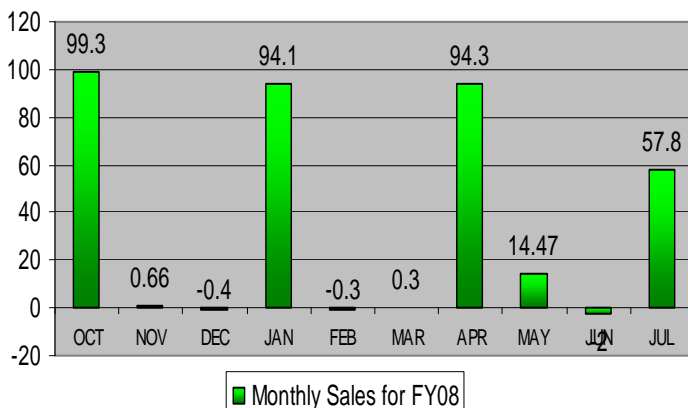
**\$883,423**

## The Monthly Tracker ~ July~

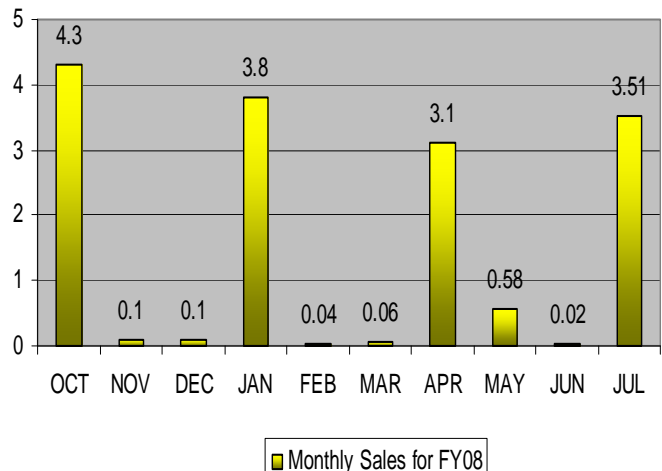
### Total IT Schedule 70 Sales in \$Billions



### Total Cooperative Purchasing IT Schedule 70 Sales in Millions

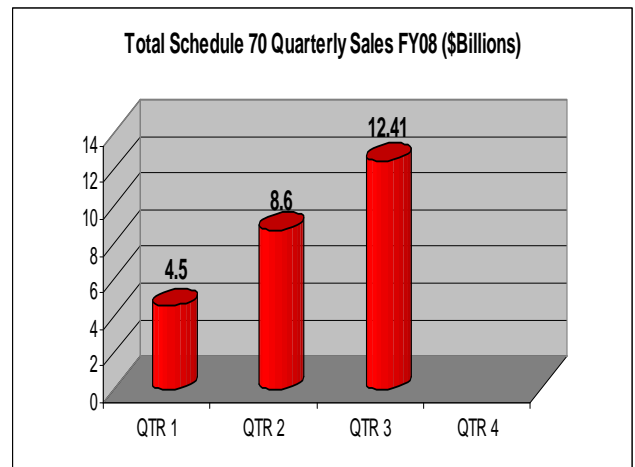
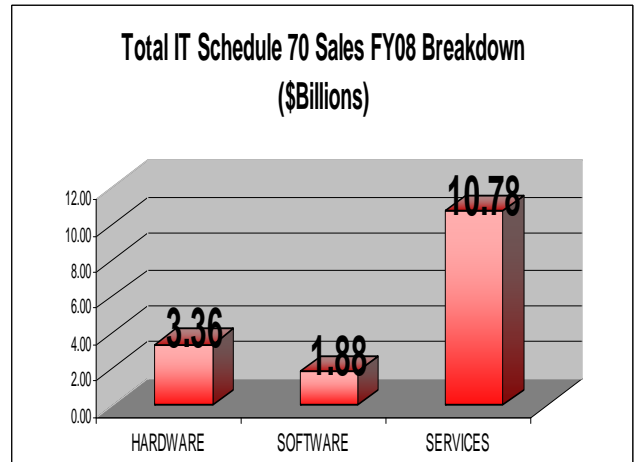


### Total Federal IT Schedule Sales in \$Billions



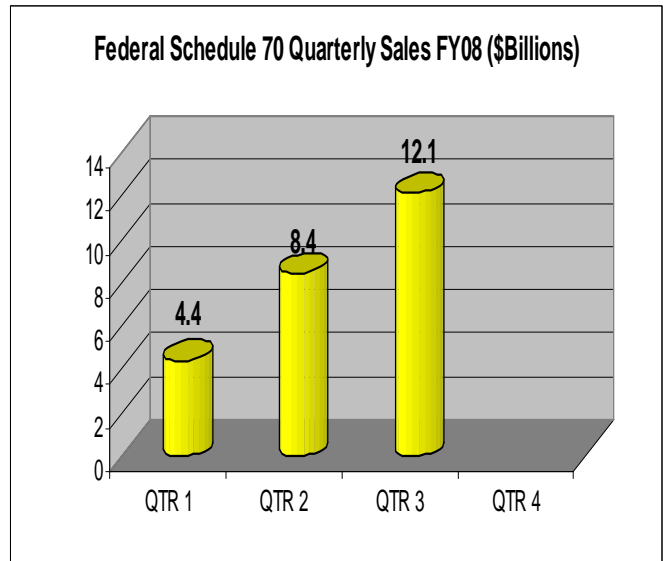
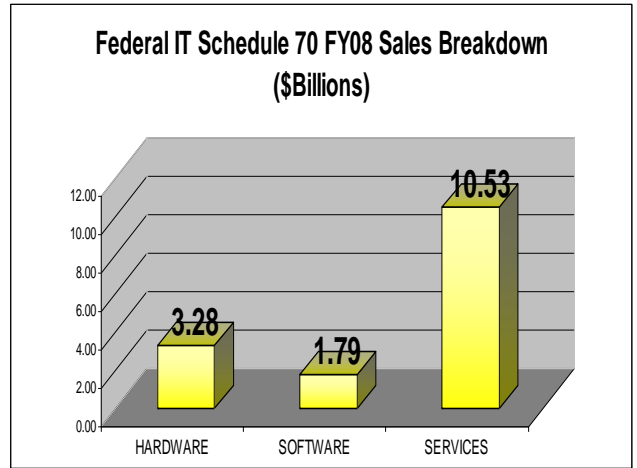
IT SCHEDULE 70 SALES PAGE- [www.gsa.gov/itcenter](http://www.gsa.gov/itcenter)

| TOTAL            |                            |
|------------------|----------------------------|
| SIN              | FY-08-SALES                |
| <b>Hardware:</b> |                            |
| 132 3            | \$52,231,543.00            |
| 132 4            | \$1,048,568.00             |
| 132 8            | \$3,303,473,897.00         |
|                  | <b>\$3,356,754,008.00</b>  |
| <b>Software:</b> |                            |
| 132 32           | \$170,641,067.00           |
| 132 33           | \$1,716,368,552.00         |
|                  | <b>\$1,887,009,619.00</b>  |
| <b>Services:</b> |                            |
| 132 12           | \$612,374,866.00           |
| 132 34           | \$1,165,004,093.00         |
| 132 50           | \$130,504,979.00           |
| 132 51           | \$8,278,185,906.00         |
| 132 52           | \$122,525,125.00           |
| 132 53           | \$403,173,257.00           |
| 132 60           | \$157,872.00               |
| 132 61           | \$1,536,719.00             |
| 132 62           | \$15,413,585.00            |
|                  | <b>\$10,728,876,402.00</b> |
| <b>Total:</b>    | <b>\$15,972,640,029.00</b> |



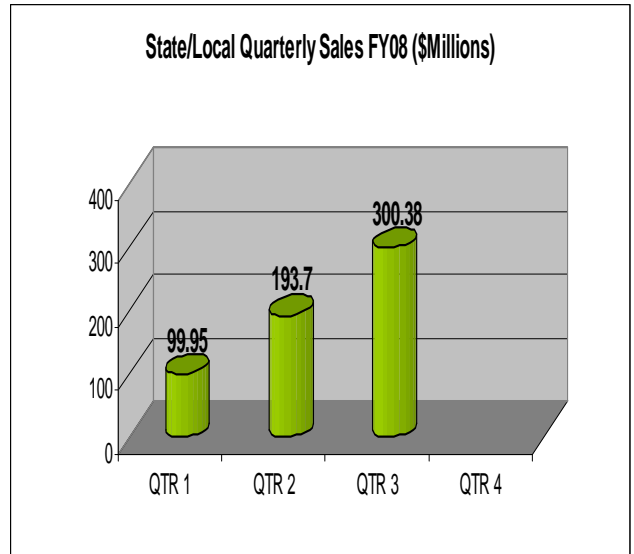
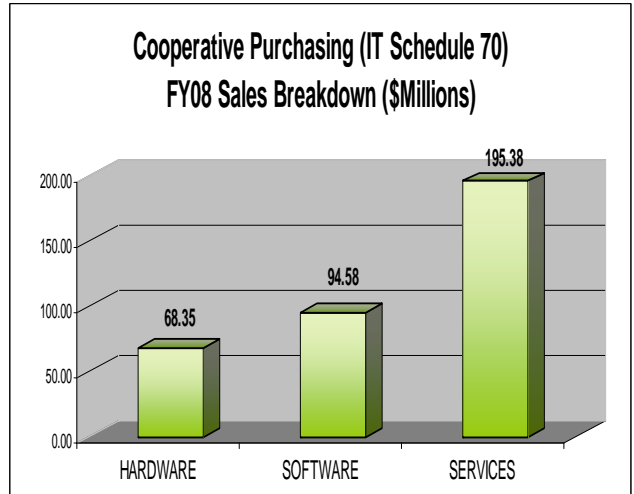
FEDERAL SALES- [www.gsa.gov/itcenter](http://www.gsa.gov/itcenter)

| FEDERAL          |                            |
|------------------|----------------------------|
| SIN              | FY-08-SALES                |
| <b>Hardware:</b> |                            |
| 132 3            | \$45,511,783.00            |
| 132 4            | \$1,040,768.00             |
| 132 8            | \$3,241,779,116.00         |
|                  | <b>\$3,288,331,667.00</b>  |
| <b>Software:</b> |                            |
| 132 32           | \$164,256,959.00           |
| 132 33           | \$1,628,101,289.00         |
|                  | <b>\$1,792,358,248.00</b>  |
| <b>Services:</b> |                            |
| 132 12           | \$602,208,174.00           |
| 132 34           | \$1,076,052,885.00         |
| 132 50           | \$120,241,746.00           |
| 132 51           | \$8,311,701,014.00         |
| 132 52           | \$120,084,118.00           |
| 132 53           | \$285,396,518.00           |
| 132 60           | \$157,872.00               |
| 132 61           | \$1,536,719.00             |
| 132 62           | \$15,413,585.00            |
|                  | <b>\$10,532,792,631.00</b> |
| <b>Total:</b>    | <b>\$15,613,482,546.00</b> |



**COOPERATIVE PURCHASING SALES- [www.gsa.gov/cooperativepurchasing](http://www.gsa.gov/cooperativepurchasing)**

| STATE & LOCAL    |                         |
|------------------|-------------------------|
| SIN              | FY-08-SALES             |
| <b>Hardware:</b> |                         |
| 132 3STLOC       | \$6,719,760.00          |
| 132 4STLOC       | \$7,800.00              |
| 132 8STLOC       | \$61,623,378.00         |
|                  | <b>\$68,350,938.00</b>  |
| <b>Software:</b> |                         |
| 132 32STLOC      | \$6,384,108.00          |
| 132 33STLOC      | \$88,200,873.00         |
|                  | <b>\$94,584,981.00</b>  |
| <b>Services:</b> |                         |
| 132 12STLOC      | \$10,166,692.00         |
| 132 34STLOC      | \$88,951,208.00         |
| 132 50STLOC      | \$10,263,233.00         |
| 132 51STLOC      | -\$34,260,738.00        |
| 132 52STLOC      | \$2,441,007.00          |
| 132 53STLOC      | \$117,776,739.00        |
| 132 60STLOC      | \$0.00                  |
| 132 61STLOC      | \$0.00                  |
| 132 62STLOC      | \$0.00                  |
|                  | <b>\$195,338,141.00</b> |
| <b>Total:</b>    | <b>\$358,274,060.00</b> |



## IT VENDORS TOP 25 | WHO'S HOT!

**Companies that are new to Top 25:** ASAP Software Express, Raytheon Company, ITS Services

**Companies no longer on Top 25:** Presidio Networked Services, APPTIS Inc., L-3 Services

**Significant Changes:** None

| RANK   | CONTR<br>NAME                   | TOTAL<br>FY08 SALES        |
|--|---------------------------------|----------------------------|
| 1  | DELL MARKETING L.P.             | \$996,244,978              |
| 2  | INTERNATIONAL BUSINESS MACHINES | \$514,024,935              |
| 3  | HARRIS CORPORATION              | \$414,063,359              |
| 4  | HEWLETT-PACKARD COMPANY         | \$328,172,800              |
| 5  | BOOZ ALLEN HAMILTON INC.        | \$301,513,184              |
| 6  | COMPUTER SCIENCES CORPORATION   | \$288,382,363              |
| 7  | IMMIXTECHNOLOGY, INC.           | \$283,164,275              |
| 8  | NORTHROP GRUMMAN INFORMATION TE | \$277,373,229              |
| 9  | ORACLE USA, INC.                | \$268,192,837              |
| 10   | SCIENCE APPLICATIONS INTERNATIO | \$264,086,024              |
| 11   | CELLCO PARTNERSHIP              | \$257,879,641              |
| 12   | ELECTRONIC DATA SYSTEMS CORPORA | \$250,095,476              |
| 13   | DLT SOLUTIONS, INC.             | \$226,418,612              |
| 14   | SOFTMART GOVERNMENT SERVICES, I | \$195,642,738              |
| 15   | ACCENTURE LLP                   | \$176,720,583              |
| 16   | BAE SYSTEMS INFORMATION TECHNOL | \$173,001,532              |
| 17   | BEARINGPOINT, LLC               | \$170,834,570              |
| 18   | MYTHICS, INC.                   | \$159,002,357              |
| 19   | THALES COMMUNICATIONS, INC.     | \$138,237,536              |
| 20   | ASAP SOFTWARE EXPRESS INC       | \$129,565,242              |
| 21   | UNISYS CORPORATION              | \$129,536,598              |
| 22   | RAYTHEON COMPANY                | \$128,399,953              |
| 23   | NORTHROP GRUMMAN SPACE & MISSIO | \$125,152,005              |
| 24   | GENERAL DYNAMICS INFORMATION TE | \$122,837,908              |
| 25   | ITS SERVICES, INC.              | \$122,012,903              |
| <b>Total of Sales for Top 25 IT Vendors:</b> |                                 | <b>\$6,440,555,638.00</b>  |
| <b>Total Current IT Sales for FY 08:</b>     |                                 | <b>\$15,972,640,029.00</b> |
| <b>Top 25 Vendors' Percentage of Sales:</b>  |                                 | <b>40.32%</b>              |

## IT VENDORS TOP 25 COOPERATIVE PURCHASING SALES| WHO'S HOT!

*Companies that are new to Top 25: High Performance Technologies*

*Companies no longer on Top 25: Sirius Computer Solutions*

*Significant Changes: None*

| RANK  | CONTR<br>NAME                    | TOTAL<br>FY08 SALES     |
|---|----------------------------------|-------------------------|
| 1   | CELLCO PARTNERSHIP               | \$76,679,097            |
| 2   | DLT SOLUTIONS, INC.              | \$40,681,794            |
| 3   | HIGH PERFORMANCE TECHNOLOGIES, I | \$23,391,509            |
| 4   | MYTHICS, INC.                    | \$21,193,119            |
| 5   | CDW GOVERNMENT INC               | \$11,962,390            |
| 6   | IMMIXTECHNOLOGY, INC.            | \$8,645,921             |
| 7   | ORACLE USA, INC.                 | \$7,150,700             |
| 8   | SOFTWARE HOUSE INTERNATIONAL, IN | \$5,337,765             |
| 9   | CROSS MATCH TECHNOLOGIES, INC.   | \$5,266,443             |
| 10  | LEARNING TREE INTERNATIONAL, USA | \$4,328,192             |
| 11  | AVAYA INC                        | \$4,127,524             |
| 12  | ALLTEL COMMUNICATIONS, INC.      | \$4,035,484             |
| 13  | SRA INTERNATIONAL, INC.          | \$3,333,116             |
| 14  | I2 INC.                          | \$2,988,832             |
| 15  | ACCELA, INC.                     | \$2,421,597             |
| 16  | NU-VISION TECHNOLOGIES LLC       | \$2,190,454             |
| 17  | ICOM AMERICA INCORPORATED        | \$2,013,590             |
| 18  | SYMANTEC CORPORATION             | \$1,851,575             |
| 19  | PROMARK TECHNOLOGY, INC.         | \$1,847,694             |
| 20  | ELECTRONIC WARFARE ASSOCIATES, I | \$1,818,364             |
| 21  | COMSTOR CORPORATION              | \$1,730,127             |
| 22  | EASTBANC TECHNOLOGIES LLC        | \$1,685,983             |
| 23  | HYLAND SOFTWARE, INC             | \$1,606,195             |
| 24  | DRS TECHNICAL SERVICES, INC.     | \$1,590,691             |
| 25  | LEXMARK INTERNATIONAL, INC.      | \$1,518,744             |
| <b>Total of Sales for Top 25 IT Vendors:</b>                    |                                  | <b>\$239,396,900.00</b> |
| <b>Total Current IT Cooperative Purchasing Sales for FY 08:</b> |                                  | <b>\$358,274,060.00</b> |
| <b>Top 25 Vendors' Percentage of Sales:</b>                     |                                  | <b>66.82%</b>           |

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