

SPECIAL REPORT: TOP 250 GSA VENDORS

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);

Information Technology (IT); Logistics Worldwide (LOGWORLD); Mission Oriented Business Integrated Services (MOBIS); Professional Engineering Services (PES); Total Solutions for Law Enforcement

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 (LOGWORLD), and Mission Oriented Business Integrated Services (MOBIS)

8 GENERAL DYNAMICS CORP.

Headquarters: Falls Church, Va.
CEO, chairman: Nicholas Chabraja
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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