

GSA VETS GWAC To Open Opportunities For Service-Disabled Veteran Businesses

By Eileen Kent

GSA VETS GWAC To Open Opportunities For Service-Disabled Veteran Businesses - Win \$5 Billion in Government Contracts

June 30, 2005 - In response to President Bush's executive order requiring agencies to award service-disabled veterans three percent of their contracts each year, GSA has created a contract known as the "Veterans Technology Services Governmentwide Acquisition Contract" (VETS GWAC) and the solicitations are due today.

According to a story published June 15 by Govexec.com magazine entitled, "Veterans Businesses Set to Receive \$5 Billion" by Kimberly Palmer, "the impact of the GWAC will be particularly significant because there is a relatively small group of companies that are eligible." Brian Haney, an industry expert and Director of Research Operations at INPUT, a Reston, Va-based market research and consulting firm, told Ms. Palmer that businesses owned by service-disabled veterans will, through VETS GWAC and other similar programs, receive \$3 billion annually by 2009, compared to the total information technology (IT) market, which is estimated to be \$70.7 billion.

With that in mind, Haney told Palmer that "he would expect to see more joint ventures and subcontracts between businesses owned by service-disabled veterans and other businesses interested in the GWAC, as well as mergers and acquisitions that are structured in a way such that service-disabled veterans retain majority ownership."

According to GSA, "Governmentwide Acquisition Contracts" are IT task order or delivery order contracts established by one agency for governmentwide use. Each GWAC is operated by an executive agent. To use GWACs, agencies must obtain a delegation of authority from the GWAC Program Office.

VETS GWAC KEY LINKS:

GSA Office of Small Business Utilization VETS GWAC Page:

http://www.gsa.gov/Portal/gsa/ep/contentView.do?contentType=GSA_BASIC&contentId=18036&noc=T

VETS GWAC Solicitation

<http://www1.eps.gov/spg/GSA/FSS/6FG/6FG2005MTV00001/listing.html>

SBA Unit to Help Service-Disabled veteran-Owned Small Businesses Gain Access to Federal Contracting Opportunities <http://www.sba.gov/news/05-35-Service-Disabled-Vets.pdf>

Service-Disabled Veterans Executive Order 1336 October 21, 2004

<http://www.whitehouse.gov/news/releases/2004/10/20041021-5.html>

Veterans Entrepreneurship and Small Business Development Act of 1999 and Veterans Benefit Act of 2003 <http://www.sba.gov/vets/acts.html>

VETS GWAC Teaming List (Parties interested in teaming) 311k

http://www.gsa.gov/gsa/cm_attachments/GSA_BASIC/VETS%20Teaming%20List%206-23-05_R2-uX1-i_0Z5RDZ-i34K-pR.xls

GSA's March 22 GWAC Pre-solicitation Conference Presentation 264k

http://www.gsa.gov/gsa/cm_attachments/GSA_BASIC/VETS%20Presolicitation%20Conference2_R2-uX1-i_0Z5RDZ-i34K-pR.ppt

Conference Net Participant List (who logged onto the web portion of their presentation)

187k http://www.gsa.gov/gsa/cm_attachments/GSA_BASIC/GSA-FSS%20VETS%20Net%20Conf%20Participant%20List%203-22-05_R2-uX1-i_0Z5RDZ-i34K-pR.xls

SBA Final Rule on SDVOSB 78k

http://www.gsa.gov/gsa/cm_attachments/GSA_BASIC/SDVO%20SBC%20SBA%20Final%20Rule_R2-uX1-i_0Z5RDZ-i34K-pR.pdf

FAR Final rule on SDVOSB 719k

http://www.gsa.gov/gsa/cm_attachments/GSA_BASIC/SDVO%20SBC%20FAR%20Final%20Rule_R2-uX1-i_0Z5RDZ-i34K-pR.pdf