

# Contracting



United States Government

Uncle Sam

Mr. [redacted]?



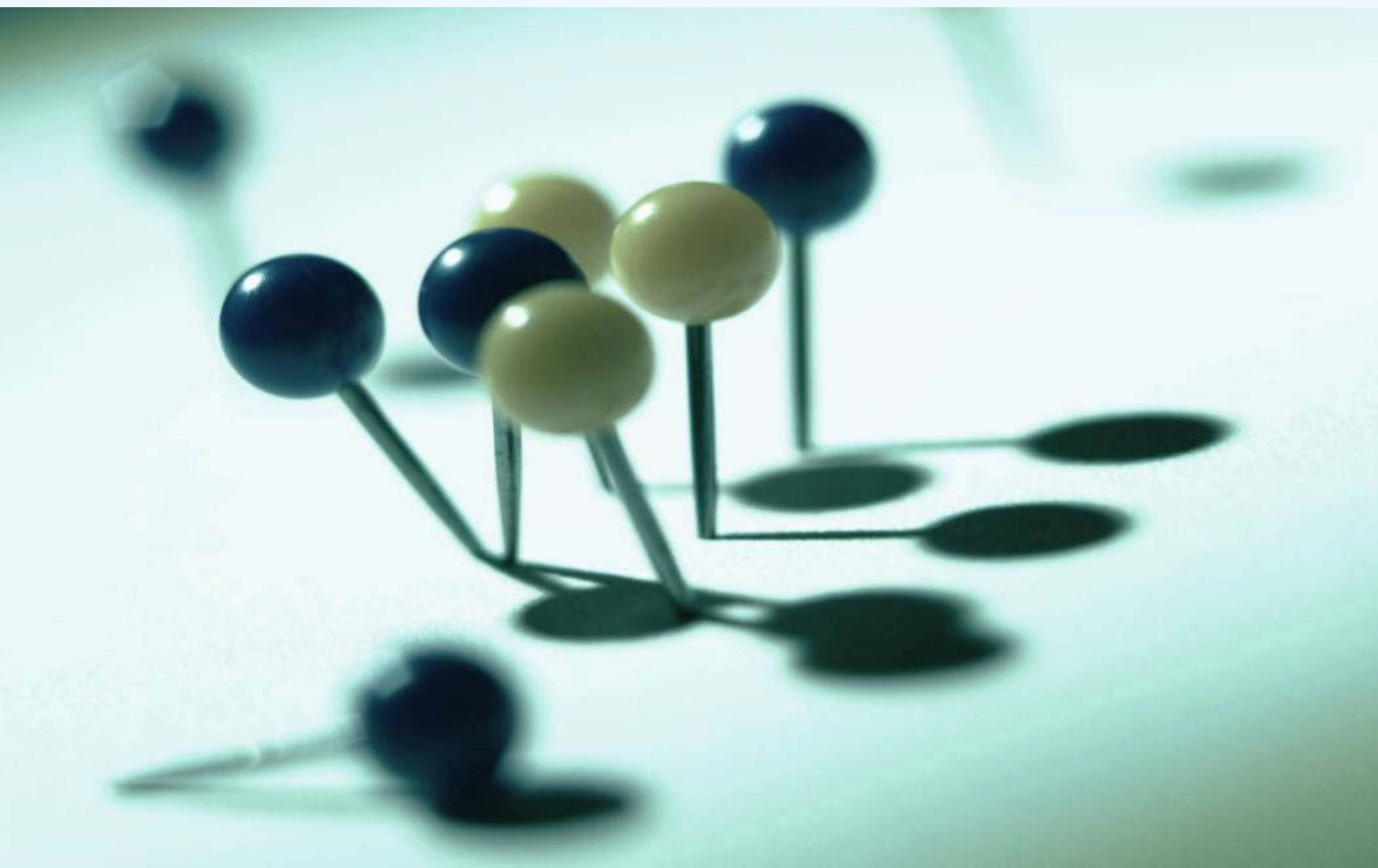
**Maybe?**



**What is your business?**

**Pictures**

**Unavailable**



# How do I get business?



U.S. General Services Administration

## **Small group of contractors draws 35 percent of IT dollars**

A review of the government's information technology contractors reveals that nine of the top 10 are primarily service-oriented companies and 35 percent of the government's fiscal 2004 technology dollars went to the top 10 contractors.

Of the \$50 billion spent by the agencies in fiscal 2004, 73 percent of the money, or \$36 billion, went to 150 contractors

**Northrop Grumman Corp**

**\$3,198,547,000**

**Science Applications International Corp**

**\$2,587,875,000**

**Lockheed Martin Corp**

**\$2,547,677,000**





# Plan of Attack

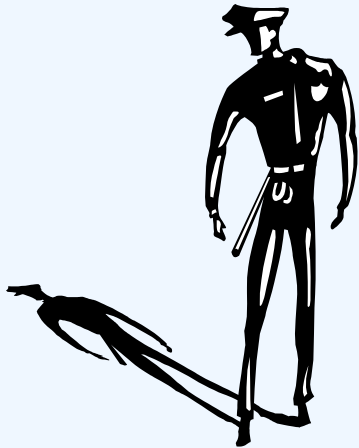
**Who do you want to be?**

**Plan of  
Attack**

# Who do you want to be?

## Prime Contractor

There are two chances:



**Who do you want to be?**

**Sub-Contractor**

**Sole Source Provider**



**Yes!**

**Yes!**

**Yes!**

**Authorization**

**Appropriations**



# House & Senate





# House & Senate

**\$25**



# House & Senate



**\$15**

# House & Senate





**Authorized**

**Authorized**

**Appropriated**

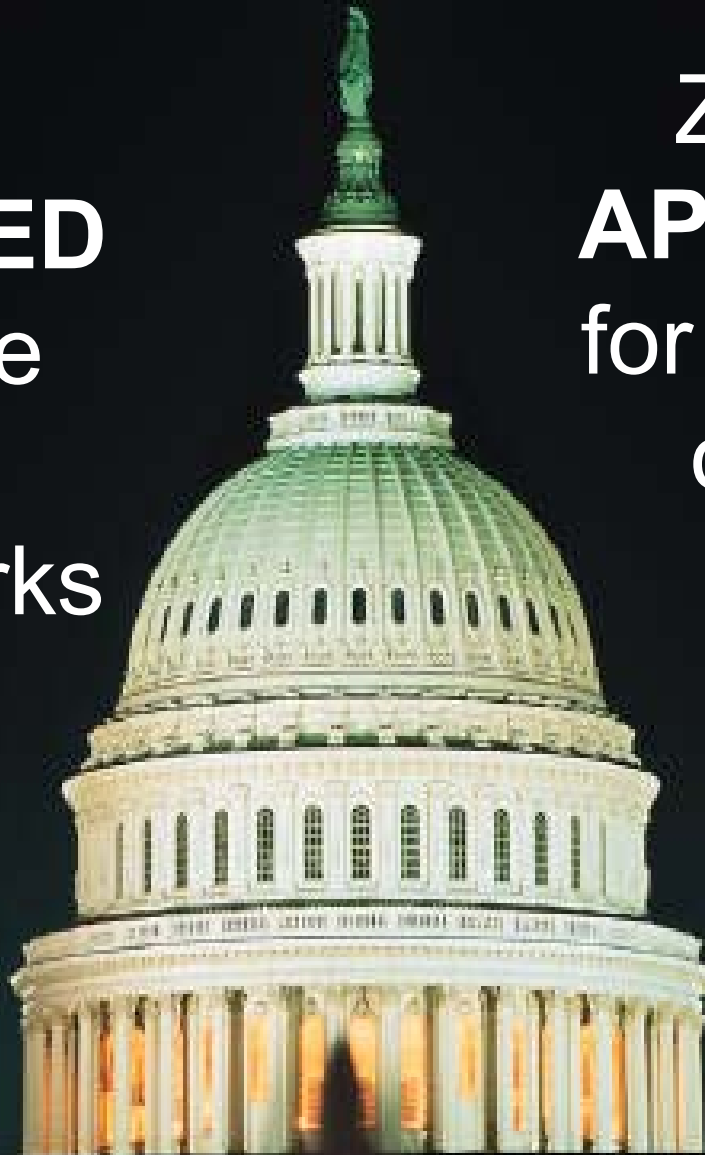


**\$20**



**\$10**

Billions  
**AUTHORIZED**  
to purchase  
land for  
National Parks



Zero dollars  
**APPROPRIATED**  
for the purchase  
of that land

What your elected representatives can and cannot do for you.



A wooden gavel and its sound block are positioned on the left side of the image. The gavel has a long handle and a rounded head with a flat top. The sound block is a smaller, rounded wooden piece. Both are set against a light, neutral background.

**Members  
cannot force the  
outcome of an  
agency decision**

**Ethics  
and the  
legal system**

**Members can force  
an agency to  
respond in a timely  
manner in  
accordance with  
agency guidelines**







**VOTE**







THUNDER MOUNTAIN STUDIOS

PHOTOGRAPHY STUDIO    MODELING AGENCY    STOCK PHOTOGRAPHY  
GRAPHIC DESIGN    MARKETING SOLUTIONS

**WHEN: 7:00 pm - 10:00 pm Friday, March 4th**  
**WHERE: 2100 Grand (6th floor) Downtown KCMO**  
ATTIRE: Business Casual

Please join us for an evening of wine and hors d'oeuvres  
FOR MORE INFORMATION CALL (816) 221 - 0370

See back for details...

Number of jobs in your company

Number of new jobs your  
proposed contract will add.

Job security your proposal will add.

Positive attention it will bring to  
the Member





Follow up every step of the way with the staff person that has been assigned to you. If you don't like that person, ask for someone else.

Figure out where you fit in  
the contracting picture.

Form a plan that:

1...Includes your Member of  
Congress

2...Keeps the Member and staff  
fully informed

3...Don't be afraid to ask for help

If the Member or any of the staff indicate in any way that they would appreciate some type of monetary reward or assistance from you, immediately report that to either the House or Senate ethics committee and the Federal Election Commission as this is an illegal practice and punishable by law..



**Questions**

**Suggestions**

**Free will offerings**

