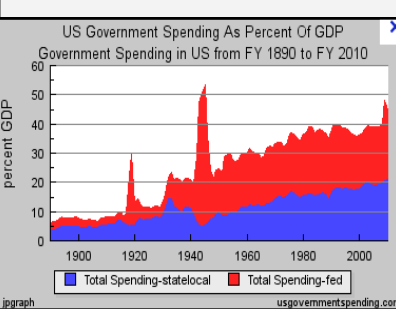


## Fed Spending in an Election Year?

Every day our clients ask, "how will the election effect federal procurement programs in the future?". Well, we all know that our elected officials, regardless of political party, have a history of aiming the budget in the direction of the current administrations agenda. The fact of the matter remains that our Government is the most enormous infrastructure on the



planet. It must be supported by a vigorous, and an ever increasing budget for everyday purchases. No specific agenda will affect that reality. This graph illustrates the steady increase in both Federal Government spending as well as State and Local Government spending. As you can clearly see both are steadily on the rise with considerable spikes only occurring during WWI, WWII and more recent military actions. So the question is not if our Government will spend more money over time. The real question is how will they buy, what will they buy and how does that impact you as a government contractor?

That brings us to the recent press coverage associated with excessive spending by some GSA employees. Yet another government scandal in an election year! The likely outcome will be to tighten procedures in spending practices and create improved oversight protocol. Another example of the need for government agencies to tighten the rules.

Will it effect Federal Spending totals... No! Is the GSA in jeopardy as an agency...No! The GSA will continue to be the only federal agency offering a streamlined web based procurement vehicle serving the broadest needs of all the other government agencies. The Schedules program remains the most comprehensive, streamlined and efficient source for the widest variety products and services. Yes, there are other great federal procurement platforms. However, they are limited in scope and will never feed the needs of the entire governments procurement requirements as the Schedules program does.

The bottom line... Operating our Federal infrastructure remains "a very large mouth to feed.". Government contracting opportunity continues to be lucrative for those willing to participate in any of the contracting vehicles that fit your company.

## Hot Topics for the month

- Ideas to help your company to Capitalize on the Fiscal Year End Spending Frenzy... [read more](#)
- *New GSA MAS SIN #* available now under Schedule 599 for Hotel Rooms & Conference Services...[read more](#)
- SeaPort announces it is opening a second round of in open enrollment for the year in October! They need more registered contractors...[read more](#)
- "e-Buy" received a facelift that is helping Government Buyers reach their "Set Aside" spending goals...[read more](#)



## This Months Contractor Tips!

**Tip #1- CCR & ORCA move to SAM. Are you in compliance? ... [read more](#)**

**Tip #2- MAS Mod to effect ALL GSA Schedules! Compliance is mandatory! Are you ready?... [read more](#)**

**Tip #3- Ever looked at other GWAC/IDIQ contracting vehicles available other than a GSA Contract?... [read more](#)**

### NCI Announces a New Service!

GSA Application Assistance!

- Only \$4,000 for a GSA Contract!
- Save \$ doing some of the work yourself!
- We'll guide you, then take over!
- We review, submit & guide negotiations until you are Awarded!

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### What's this?

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Save your Business up to 60% on purchases!