

## State, local spending on GSA technology schedule increases 45 percent

*by Bend\_Weekly\_News\_Sources*

RESTON, Va. - GSA Technology Schedule 70 orders for federal Fiscal Year 2007 (FY07) rose 45.4% to \$361.2 million from \$248.5 in FY06, according to a new report by INPUT, the authority on government business. Between October 2006 and September 2007, state and local governments ordered nearly \$250 million for IT equipment, software and services and an additional \$87 million was dedicated to wireless services. Top contractors were Verizon Wireless, DLT Solutions, HPTi, and Mythics Inc.

"Vendors are finding state and local governments more willing to consider cooperative purchasing vehicles such as GSA Schedule 70," said Jason Sajko, senior analyst, general government services, for INPUT. "502 companies used Schedule 70 to sell to states and localities in FY07, but 10 of those companies captured 62% of the spending. Vendors that can identify and execute on niche markets serviced by cooperative contracts, especially with locals, will see similar success."

"The groundswell of green purchasing at the state and local level presents a real opportunity for GSA and scheduled vendors to offer green products, with the added administrative savings of cooperative purchasing vehicles. The quicker these products are available on the schedule, the more likely that they will drive Schedule 70 usage in the current and next fiscal year," said Sajko.

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