

**AWARD NOMINATION
SMALL BUSINESS PARTNER OF THE YEAR**

**(For presentation at the Annual Small Business Awards ceremony
June 2003)**

Bureau: Internal Revenue Service

- 1) **Please provide the following company information:**

Company Name: Government Acquisitions, Inc.

Address: 231 West 4th Street, Cincinnati, OH 45202

Telephone Number: 513-721-8700

President/Owner/CEO: Dennis D. Obial

Business Type (check all that apply):

Small **SDB** **8(a)** **Women-owned**
 HUBZone **Veteran-owned** **Service Disabled Veteran-owned**

- 2) **Please describe how this small business has excelled in the past year in the performance of their contract. Additionally, please provide a brief profile of the firm in your description.**

Company Profile

For more than a decade, *Government Acquisitions*, has been providing IT Solutions to all branches of the Federal Government. As an industry leader, they deliver expertise in the planning, implementation, management, operations, and maintenance of secure desktop & network systems and solutions.

Government Acquisitions' approach is strategically driven and customer focused. By working as a partner with our internal customers, they align IT solutions with business objectives leveraging new solutions and maximizing the value of existing technology investments. As an active partner, they are able to help the Internal Revenue Service utilize commercial best practices-allowing our organization to focus on its mission, without worrying about technology related issues.

Excellence in Working with the IRS

Government Acquisitions, Inc. has been a Treasury Commercial Vehicle (TCV) contract holder for more than three years. They have expended time, energy and resources in getting to know the needs of the IRS and have developed aggressive go-to-market strategies to provide us with the best solutions at the best prices.

Several examples include the recent IFS Hardware Project under GFE provisions for the Modernization Project. The original estimate for the equipment was approximately \$20 million from the Prime. The final awarded price was \$9,555,788.56, a savings to IRS of more than \$10 million (or more than 50%). In

addition, all equipment was delivered on time by the vendor and their participation in no way negatively impacted the RFU dates for the project. In the process, we also gained small business credit for the expenditures associated with this project. Government Acquisitions was able to effectively manage and coordinate multiple manufacturer relationships in order to deliver and install equipment on time. In addition, they worked with the IRS Program Manager to provide flexibility in the solution and accommodate changes without impacting the schedule.

A competition was also recently conducted for hardware equipment required for e-File under similar parameters. Government Acquisitions competed the project among multiple vendors with the original project estimate being approximately \$6.2 million. The award for this project came in at approximately \$3.5 million. The savings for this project will be more than \$2.7 million (or more than 40%).

Government Acquisitions also provides equipment and resources in the Tier III environment. We recently competed server and storage requirements on the Tier III side of the business in which several small business TCV contract holders participated. The original estimate for this project was approximately \$3.5 million. The competition has been completed and the price from Government Acquisitions was \$623,217, a savings of more than 80% to the IRS.

Dennis Obial, serves on the HP/Compaq Diversity Council, CompTia Federal Council and was recently invited by the IRS to speak at the annual NCMA meeting representing Small Business Issues.