



Full-Service Contract Management

As a respected leader in the contract management industry, SenSoft offers GSA contract expertise and web-based solutions to companies who seek to obtain and maintain schedule contracts. Our Team has substantial business experience negotiating and selling to the government through the GSA Schedules program. We bring in-depth knowledge of GSA processes, regulations, and systems. Our online contract management services are used by thousands of schedule contractors who want to increase their contract profitability, reduce overhead, and avoid non-compliance penalties. We make it practical and economical for firms of all sizes to:

- Acquire and manage GSA schedule contracts.
- Receive contract compliance assistance.
- Aggressively market and sell to government buyers.
- Tap into the latest market intelligence.
- Prepare sophisticated electronic catalogs.
- Upload offerings to GSA *Advantage!* and DOD EMALL.
- Extend the terms of their existing contracts.

We sustain a high level of involvement in government acquisition by regularly working with: GSA Acquisition Management, Contracting Officers and Acquisition Centers, industry/government councils, and technical teams who operate GSA's eOffer, e-Buy, and *Advantage!* systems. Active participation and collaboration keeps our contract, marketing, and catalog specialists at the forefront of government requirements and technologies.

SenSoft's combination of contract skills, web tools, and responsive customer support has served us well as evidenced by the longevity of our corporation and a following of highly-satisfied clientele.

SenSoft International, Inc.
8300 Boone Blvd., Suite 500, Vienna, VA 22182
Phone: 703.453.9100 Toll Free: 800.228.7270
Fax: 703.453.9111 www.sensoft.com



We Help You Obtain, Manage, and Market Your Contracts

DIRECTORY

Julie Kesterson

*GSA Contract Management
& Market Intelligence*

jkesterson@sensoft.com

703.453.9100 x 231

Tim Scott

*GSA Contract Marketing
and Sales Support*

tscott@sensoft.com

301.943.8849

Jim Milton

*GSA Advantage! and DOD
EMALL Services*

jmilton@sensoft.com

703.453.9100 x229

Skadi Kromark

*SenSoft Product
Information and Quotes*

skromark@sensoft.com

703.453.9100 x221

Ken Hatfield

Technical Support

kehatfield@sensoft.com

703.453.9100 x233

Contract Awards and Extensions – We assist you with: strategic planning and market analysis; pricing disclosures; proposal preparation, submission, and negotiation; and post award tasks. Five years later, we position your contract for renewal and prepare your extension package.

Contract Compliance – We help you manage compliance issues: multiple contract registration requirements, GSA's Industrial Funding Fee, Trade Agreements Act, price violations, and GSA contractor review visits. Our Team conducts contracting webinars tailored for your sales and administration personnel.

Marketing and Sales Support – We help you: construct a concise marketing and sales plan, select target markets, pinpoint agency points of contact and Teaming Partners, better manage your sales database, build your e-tools, and prepare your proposal teams. Our Team conducts webinars for your sales force and after-action reviews for bids.

Market Intelligence – We provide you: monthly product sales data (your products and those of your competitors which are purchased through *GSA Advantage!* and DOD EMALL); suggested sale prices; and temporary sales catalogs which are quickly uploaded to *GSA Advantage!* and DOD EMALL to give you a competitive edge.

Contract Modifications – We support all contract modification types. You can: increase product lines, adjust to price fluctuations, divest products which are no longer available, and add labor categories. Our Team assists with modification: preparation, submission (mail, email, or e-Mod), and negotiations.

Easy SIP Upload Services for *GSA Advantage!* and DOD EMALL – We have uploaded millions of products and services to *GSA Advantage!* and DOD EMALL. You can use your existing price spreadsheets, PDFs, photos, and website materials to capture your buyers' attention. You will preview your catalog on our web site before it goes to GSA, so you can correct any problems and make sure that what you upload is right the first time.