



**Opening Statement of Braulio Castillo
President and CEO
Strong Castle, Inc.**

June 25, 2013

Chairman Issa, Ranking Member Cummings, and Members of the Committee:

My name is Braulio Castillo. I am the President and Chief Executive Officer of Strong Castle, Inc., and I am pleased to have the opportunity to address the House Oversight and Government Reform Committee on the subject of Strong Castle's contracting practices with the Internal Revenue Service.

Company Background

In January 2012, my wife and I purchased a small company called Signet Computers, Inc. ("Signet"). At the time of the purchase, Signet had over fifteen years of experience as a government contractor. Because I personally have fifteen years of experience serving the IT needs of the IRS, our plan was to transform Signet into a small business that focused initially on IRS IT procurements.

When we considered how we could best position the Company to support the agency, we came to learn that the IRS desired to award contracts to small businesses, and decided to pursue HUBZone and Service-Disabled Veteran-Owned Small Business (or "SDVOSB") credentials in order to increase our competitive position.

Soon after we purchased Signet, we changed the name of the company to "Strong Castle, Inc.," which reflects the English translation of my last name.

We have never received any improper preferential treatment, and have competed fairly for every IRS contract that we have received. In the short time that we have owned Strong Castle, I believe that the Company has made meaningful contributions to the IRS's mission, and offered the government cost-effective solutions to very difficult problems. We also have been instrumental in forming teams with large software suppliers and the IRS.

SDVOSB and HUBZone Applications

In order to improve the Company's competitive posture for small business contracts, in early 2012, my wife and I began working with the Department of Veterans Affairs and the Small

Business Administration to have Strong Castle qualified as a Service-Disabled Veteran-Owned Small Business Concern and a HUBZone Small Business Concern.

We understood that these small business credentials were important because of the IRS's increased focus on awarding contracts to small businesses. In order to achieve high internal small business participation goals, the IRS drafted certain of the agency's solicitations to give favorable consideration to qualified SDVOSB and HUBZone concerns.

In order to compete with other small businesses, we approached the VA and the SBA to apply for SDVOSB verification and HUBZone certification. We worked closely with the VA and the SBA throughout the application process. For example, we attended multiple HUBZone "boot camp" presentations at which Mariana Pardo and Brenda Washington of the SBA's HUBZone office were speakers. After meeting Ms. Pardo and Ms. Washington, we continued to communicate frequently and regularly with them, and often on a daily basis.

The SBA advised us on all aspects of HUBZone qualification, specifically including the establishment of a principal office in a HUBZone, and the hiring of college student employees. Because we believed that HUBZone status would be a significant benefit to the company, we consulted with the SBA on every detail of our applications and plans. The SBA approved Strong Castle's HUBZone application on June 22, 2012.

At the time, we believed that we were acting prudently by maintaining close communications with the SBA and seeking its guidance. As we now know, our reliance on the HUBZone regulations and SBA's guidance was insufficient to protect us from the volatile business and political environment of the day. Ultimately, our participation in these small business programs has caused our Company and our family to face intense and costly scrutiny from the Government Accountability Office, from Congress, from the press, and from the SBA.

Indeed, last month, the same individuals at the SBA who helped shape our HUBZone applications and strategy issued a decision decertifying Strong Castle from the HUBZone program. We believe that the substance of this enforcement action reflects a new bias against the Company, and we are working to address the issue with the Ombudsman.

Cooperation by Strong Castle

Since receiving copies of the Committee's February 20, 2013 letter to Acting Treasury Secretary Wolin, we have worked diligently and at enormous personal and financial expense to cooperate with the investigation, and to respond to all of the Committee's extensive requests for documents. Thus far, we have provided more than 20,000 documents, including business records, e-mail communications, text messages, and even the college registration papers and class transcripts of our student employees.

The cost of our efforts to cooperate has been tremendous. The mischaracterization of the facts has caused Strong Castle to lose contracting partners, lines of credit, and goodwill among our important government customers. It has hurt our reputation.

The Corrected Record

Having responded to the Committee's requests for documents and information, I believe Strong Castle has addressed the central issues of interest to the Committee that are reflected in the February 20 letter to Acting Secretary Wolin.

1. First, it is not true that Strong Castle received \$500 million in IRS contracts. Strong Castle has successfully competed for Blanket Purchase Agreements pursuant to which the IRS may or may not issue subsequent orders to Strong Castle. In reality, Strong Castle has received contracts from the IRS valued at approximately \$50 million in total. Of that amount, approximately \$49 million has gone to Strong Castle's suppliers and other partners, and approximately \$1 million has gone to Strong Castle. Last year, Strong Castle lost approximately \$138,000. Strong Castle's losses this year will be even greater due in part to the costs of defending the GAO protests and cooperating with this investigation.
2. Second, it is simply not true that Strong Castle has no "track record or past performance" on government contracts. As I mentioned, the company that we purchased in 2012 had more than fifteen years of contracting with the government, and I personally have worked with the IRS for almost twenty years. My prior experience at Xerox Corporation, Oracle/Sun Microsystems, Government Acquisitions, Inc., and Capgemini Government Solutions is directly relevant to the work that Strong Castle now performs for the IRS. As a company, Strong Castle is uniquely qualified to serve the IRS based upon our years of past performance.
3. Third, Strong Castle has not received inappropriate preferential treatment from the IRS. We competed fairly for each Blanket Purchase Agreement and contract order that we received. To my knowledge Strong Castle has never received any contract award as a result of inappropriate preferential treatment.
4. Fourth, Strong Castle has been entirely open, truthful, and forthcoming with the SBA in connection with the HUBZone application process. Because obtaining HUBZone status was significantly important to the Company, we took extreme care to work in close consultation with the HUBZone office, and sought approval and guidance for every action that we took during the certification process. All of our actions were taken in consultation with the SBA, and we have never sought to deceive the government.

Conclusion

Strong Castle has not sought nor has it received any unfair advantages in its pursuit of any government contract, including those that the Company has pursued at the Internal Revenue Service.

We are a responsible small business, and have expended a great deal of time, effort, and money to pursue our HUBZone and SDVOSB credentials. In so doing, we have worked closely with

the VA and the SBA, and have endeavored to remain qualified under the complex terms of both small business programs.

Unfortunately, other companies are able to use status challenges as competitive weapons in their efforts to overturn contract award decisions made by agencies pursuant to formal procurement procedures. In this case, Strong Castle has already spent hundreds of thousands of dollars to defend itself in a politically charged environment.

To reiterate:

- Strong Castle was properly awarded all of its IRS Contracts.
- Strong Castle did not receive any inappropriate advantage in pursuing its GSA Schedule Contract.
- Strong Castle was duly verified as a Service Disabled Veteran Owned Small Business by the VA.
- Strong Castle was properly designated as a HUBZone business.

Our critics are other small businesses who are disappointed bidders for the same contracts that were awarded to Strong Castle. We believe that they have used the bid protest process at GAO and the status protest process at SBA to gain business advantages by spurious claims about our qualifications and contracting practices.

These tactics have been successful. The combined pressures and expense of defending multiple bid protests, a proposed HUBZone decertification, and this investigation have gravely harmed our ability to remain in business and serve the government customer.

Despite these challenges, Strong Castle remains committed to delivering results as a valued small business partner to the United States and the IRS, as I have done for nearly fifteen years.

BRAULIO M. CASTILLO, MBA

CAREER HISTORY

STRONG CASTLE, INC. – President & CEO

2012 to Present

Mr. Castillo is the President and CEO of Strong Castle, Inc. Mr. Castillo works with clients, IT solution partners and major hardware and software manufacturers, as well as the company's management and employees. As the company's leader, Mr. Castillo motivates employees, and drives change within the organization. Mr. Castillo is responsible for all aspects of Strong Castle's go to market IT solutions development and delivery.

CAPGEMINI GOVERNMENT SOLUTIONS, LLC – Senior Manager

2009 to 2012

Recruited into a newly-created management position to plan and execute a multi-dimensional federal civilian government business development strategy to build out presence. Applied broad, strategic industry, market and leadership perspectives to implement a sound business model and go to market strategies, build and lead a high-performance team, and capture high-dollar value, competitive business.

- Led lifecycle business development to capture their largest client to date, the US Department of Agriculture (USDA).
- Defined aggressive business strategies for target identification, proposal development, capture tools and contract awards.
- Led C-level executive presentations, communications and internal/external teaming agreements to marshal resources and jointly pursue prime and sub contracts.
- Developed sales and capture approach and directed cross-functional matrix groups in delivering strategic management consulting, technology services, and outsourcing solutions to major civilian agencies.

GOVERNMENT ACQUISITIONS, INC. (GAI) – Senior Vice President

2003 to 2009

Recruited to lead the ground-up development of a formal business strategy, technical/sales team and integrated solutions/services model to transform a small, disadvantaged minority-owned government service provider into a competitive market player. Concurrently planned and executed a "best of breed" marketing strategy to accelerate profitable long-term revenue growth and competitive position for federal civilian agency contracts.

- Built small, disadvantaged business from the ground-up into top GSA Schedule 70 holder. Delineated organic business development strategies and delivered 6 consecutive years of substantial triple-digit growth to reach almost \$200M in annual sales revenue from approximately \$20M baseline for a previously small, disadvantaged business.
- Designed a benchmarked, highly scalable business model, lifecycle business development processes, client engagement structure and enterprise IT solutions delivery.
- Collaborated with industry leaders to migrate to open system partnerships, and ensure delivery of best of breed solutions and support services.
- Prudently invested in people, processes, and technology to gain operational synergies and offer major federal agencies cutting edge advice and targeted insight to support competitive decision-making across the IT spectrum.
- Served as a Focused Executive to Department of Homeland Security and Treasury/Internal Revenue Service, and negotiated contracts/partner support agreements for Departments of Interior, Agriculture and Commerce.

Oracle/SUN MICROSYSTEMS – District Sales & Systems Manager, Federal Civilian Agencies

2001 to 2003

Given sales, business development and engineering leadership oversight for \$200M+ federal/civilian group. Provided decisive leadership to over 15 direct reports with matrixed oversight into the professional and enterprise services group. Market a complete portfolio of hardware/software solutions, end-to-end consulting, training, maintenance, and professional services contracts.

- Transformed a business 50% under its target goals at midyear to close the fiscal year at 100%+ of quota, and shift from negative position to exceeding goals in 6 months.
- Led the #1 government sales team to grow sales 70%+ year over year with \$200M+ FY02 revenue, and pipeline for substantial growth. Named District Sales and Systems Manager of the Year for revenue and leadership performance.
- Grew/expanded business with Departments of Treasury, Justice, Transportation, Commerce, and Homeland Security as well as state and local governments: District of Columbia, Virginia, Maryland, North Carolina and South Carolina.

- Introduced a consultative approach and integrated hardware/software and professional services groups to offer an architecture-led full-service solution. Led Sun's Road to Trusted Advisor Sales & Systems Training Program.

XEROX CORPORATION

1989 to 2000

Accelerated career with global businesses, advanced technologies and diverse markets during growth and transitional cycles. Led organizational development, sales/ marketing, business development, account management, finance, employee training and customer service.

Business Services Manager, Federal – Xerox Business Services (XBS) (1999-2000)**New Business Sales Manager, Commercial & Federal – XBS (1998)**

Marketed technology solutions to government agencies across an \$84M Eastern Region. Held full accountability for revenue and profit growth through strategic planning, organizational development, sales/market positioning, team building and client relationship management. Directed 6 field sales managers and 120 field sales and marketing professionals.

- Built business from #36 out of 38 Xerox operations to Top 3 in the US. Won numerous awards/honors for superior performance.
- Designed pricing, approvals and terms/conditions to ensure compliance with Xerox and GSA contract standards.
- Achieved 100% account retention rate with DAPS, NASA, Fannie Mae, IRS, Air Force, VA and Army National Guard.
- Hired top-notch professionals and created a proactive, productive business environment.

Field Support Manager – Worldwide Marketing Operations, US & Europe (1997-1998)**Area Sales Manager / Key Account Manager – XBS (1989-1997)**

- Led change management initiative that converted one-dimensional business sites into full-service, solutions-based international centers across Europe.
- Executed "Next Wave" global marketing strategy, revamped promotional materials/sales tools, and provided leadership to field teams. Received "World of Difference" and Special Recognition Awards.
- Helped build and grow a new business service unit to \$20M in revenue, and positioned Xerox as full-service provider.
- Became the youngest Key Account Manager in the district's history and recognized as Rookie of the Year calling on Xerox's largest customers. Turned around a challenging market and opened new market/industry verticals.

EDUCATION & PROFESSIONAL DEVELOPMENT**Certificate in International Business Management Executive Program, Georgetown University – 1999****MBA in Finance, University of Nevada, Las Vegas – 1994****BBA in Finance, University of San Diego – 1989****Honorably Discharged US Army, United States Military Academy (West Point) Preparatory School – 1985**

Committee on Oversight and Government Reform
Witness Disclosure Requirement – "Truth in Testimony"
Required by House Rule XI, Clause 2(g)(5)

Name: **Braulio Castillo**

1. Please list any federal grants or contracts (including subgrants or subcontracts) you have received since October 1, 2010. Include the source and amount of each grant or contract.

N/A

2. Please list any entity you are testifying on behalf of and briefly describe your relationship with these entities.

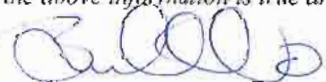
I am the president and CEO of Strong Castle, Inc.

3. Please list any federal grants or contracts (including subgrants or subcontracts) received since October 1, 2010, by the entity(ies) you listed above. Include the source and amount of each grant or contract.

Per agreement with Mr. Davis of the House Oversight Committee, to the best of my knowledge, the attached list indicates the federal grants and contracts awarded to Strong Castle, Inc., after my wife and I purchased Signet Computers, Inc.

I certify that the above information is true and correct.

Signature:



Date:

06/25/2013

Order Date	Awardee	RFP/RFQ #	Order #	GSA Schedule #	Customer	Location	Contracting Officer	Telephone	Email	Small Business Credit Taken	PoP	Prod/Service
4/4/2012	Signet Computers			GS-35F-0319Y			Sharhanda J Chivers	817.850.8188	sharhanda.chivers@gsa.gov		04/04/2012 thru 04/03/2017	
7/5/2012	Signet Computers	FBO # 363271	P12PD15796	GS-35F-0319Y	DOI NPS Whiskeytown	Tulelake, CA	Sheri Slavens	530-242-3402	sheri_slavens@nps.gov	Small, HUBZone, SDB, SDVOSB	07-18-2012 thru 07-28-2012	HP servers
8/3/2012	Signet Computers	FBO RFP# RFQ-CFP-12-0015	TPDCFPBPA120010-0001	Open Market	BPD	Washington, DC	Jeremiah Weatherman	(304) 480-8553	Jeremiah.Weatherman@bpd.treas.gov	RFQ Set aside for HUBZone	08-01-2012 thru 07-31-2015	HP B&W Printers
8/18/2012	Signet Computers	eBuy RFQ# 710656	TIRNO-12-K-00295	GS-35F-0131R	IRS	Martinsburg, WV	Lynne Winemiller	202-283-0575	Kathy.L.Winemiller@irs.gov	Small, Disadvantaged, HUBZone, SDVOSB	Deliver by 09/18/2012	Red Hat Software
8/18/2012	Signet Computers	ebuy RFQ# 710636	TIRNO-12-K-00296	GS-35F-0131R	IRS	Martinsburg, WV	Lynne Winemiller	202-283-0575	Kathy.L.Winemiller@irs.gov	Small, HUBZone, Disadvantaged, SDVOSB	Deliver by 09/18/2012	Red Hat Software
8/23/2012	Signet Computers	eBuy RFQ #708195	TIRNO-12-Z-00019-0000	GS-35F-0319Y	IRS	Lanham, MD	John Olver	202-283-1419	john.p.olver@irs.gov	Small, HUBZone, SDB, SDVOSB	08-31-2012 thru 08-30-2013	Informatica Software
9/18/2012	Signet Computers	eBuy RFQ #732743	W912K3-12-F-0061	GS-35F-0319Y	US Army	Camp Murray, WA	Matthew Wathen	253-512-8886	matthew.m.wathen.ln@mail.mil	Set aside for HUBZone	Deliver by 10-18-2012	Cisco
9/24/2012	Signet Computers	eBuyRFQ #731363	TIRNO-12-K-00545	GS-35F-0319Y	IRS	Oxon Hill, MD	Andrew Greenfield	240-613-8143	Andrew.J.Greenfield@irs.gov	Small, SDVOSB, HUBZone	Deliver by 09-26-2012	HP ArcSight Software
8/27/2012	Signet Computers	eBuy RFQ #708195	TIRNO-12-Z-00019-0001	GS-35F-0319Y	IRS	Washington, DC	John Olver	202-283-1419	john.p.olver@irs.gov	Small, HUBZone, SDB, SDVOSB	08-27-2012 thru 08-30-2013	Informatica Software
8/27/2012	Signet Computers	eBuy RFQ #708195	TIRNO-12-Z-00019-0005	GS-35F-0319Y	IRS	Lanham, MD	John Olver	202-283-1419	john.p.olver@irs.gov	Small, HUBZone, SDB, SDVOSB	Deliver by 08-31-2012	Informatica Software
8/27/2012	Signet Computers	eBuy RFQ # RFQ709902	TIRNO-12-K-00452	GS-35F-0319Y	IRS	Memphis, TN and Martinsburg, WV	Andrew Greenfield	240-613-8143	Andrew.J.Greenfield@irs.gov	Small, HUBZone, SDB, SDVOSB	08-27-2012 thru 08-31-2013	HP Servers and Storage
8/27/2012	Signet Computers	FBO Solitication # R8896120020	P12PX18709	Open Market	DOI NPS Hawaii	Kallaupapa	Laurie Mahalla			Set aside for Small	08-27-2012 thru 09-30-2012	HP Printer, Epspn printer, Wester Digital storage
8/28/2012	Signet Computers	eBuy RFQ #708195	TIRNO-12-Z-00019-0002	GS-35F-0319Y	IRS	Lanham, MD	John Olver	202-283-1419	john.p.olver@irs.gov	Small, HUBZone, SDB, SDVOSB	8/28/12 thru 09/28/2013	Informatica Software
8/30/2012	Signet Computers	eBuy RFQ #708195	TIRNO-12-Z-00019-0003	GS-35F-0319Y	IRS	Lanham, MD	John Olver	202-283-1419	john.p.olver@irs.gov	Small, HUBZone, SDB, SDVOSB	8/30/2012 thru 8/29/2013	Informatica Software
8/30/2012	Signet Computers	eBuy RFQ #708195	TIRNO-12-Z-00019-0006	GS-35F-0319Y	IRS	Lanham, MD	John Olver	202-283-1419	john.p.olver@irs.gov	Small, HUBZone, SDB, SDVOSB	Deliver by 09-30-2013	Informatica Software
8/30/2012	Signet Computers		TM-HQ-12-P-0288		US Mint	Washington, DC	Gloria Barnes	(202) 354-6730	Gloria.Barnes@usmint.treas.gov	SDVOSB set aside	09-04-2012 thru 12-28-2012	Intermec readers
9/18/2012	Signet Computers		TIRNO-12-P-00559	Open Market	IRS SOI	Washington, DC	Dan Higgins	202-283-6383	daniel.k.higgins@irs.gov	Small, SDVOSB	09-18-2012 thru 10-18-2012	Rimage storage disks
9/20/2012	Signet Computers	eBuy RFQ# 729977 and eBuy RFQ# 734118	TIRNO-12-K-00507	GS-35F-0319Y	IRS	Martinsburg, WV	Lynne Winemiller	202-283-0575	Kathy.L.Winemiller@irs.gov	Small, SDVOSB, HUBZone	Deliver by 10/20/2012	Red Hat Software
9/26/2012	Signet Computers		TIRNO-12-T-00054	GS-35F-0319Y	IRS	Lanham, MD	Joseph Gray	202-283-2880	joseph.e.grayjr@irs.gov	Small, SDVOSB	09-26-2012 thru 09-26-2013	Symantec Software
9/27/2012	Signet Computers	eBuy RFQ #708195	TIRNO-12-Z-00019-0007	GS-35F-0319Y	IRS	Lanham, MD	John Olver	202-283-1419	john.p.olver@irs.gov	Small, HUBZone, SDB, SDVOSB	09-27-2012 thru 08-31-2013	Informatica Software
9/28/2012	Signet Computers	eBuy # RFQ739336	N63394-12-F-5187	GS-35F-0319Y	Naval Surface Warfare Center	Yuma, AZ	Marlena Warren	951-273-4496	marlena.warren@navy.mil	Unrestricted	09-24-2012 thru 10-28-2012	Dell Servers
9/28/2012	Signet Computers	eBuy RFQ740868	VA255-12-F-2469	Open Market	VA	Leavenworth, KS	Mark Edzards	913-946-1966	mark.edzards@va.gov	Unrestricted	09-28-2012 thru 09-27-2014	EMC Service
9/28/2012	Signet Computers	IRS RFQ TIRNO-12-R-00019	TIRNO-12-Z-00022	GS-35F-0319Y	IRS	Oxon Hill, MD	Marla Sands	202-803-1115	Marla.Sands@irs.gov	Set aside for SDVOSB or HUBZone	09-28-2012 thru 09-27-2014	IT Services
9/28/2012	Strong Castle	IRS RFQ TIRNO-12-R-00019	TIRNO-12-Z-00022-00002	GS-35F-0319Y	IRS	New Carrollton, MD Dallas, TX	Beverly Johnson	240-613-8194	Beverly.Johnson@irs.gov	Set aside for SDVOSB or HUBZone	09-28-2012 thru 09-27-2014	IT Services

Order Date	Awardee	RFP/RFQ #	Order #	GSA Schedule #	Customer	Location	Contracting Officer	Telephone	Email	Small Business Credit Taken	PoP	Prod/Service
9/29/2012	Signet Computers	eBuy # RFQ742022	TIRNO-12-K-00604	GS-35F-0319Y	IRS	Lanham, MD	Lynne Winemiller	202-283-0575	Kathy.L.Winemiller@irs.gov	Small, HUBZone	Deliver by 10/30/2012	Red Hat Software
9/29/2012	Signet Computers	eBuy # RFQ740580	HQ0013-12-F-0022	Open Market	DSCA for Afrcia Center for Strategic Studies	Fort McNair, DC	Woodrow Bell	703-602-1464	woodrow.bell@dscs.mil	Set aside for SDVOSB	09-29-2012 thru 10-05-2012	HP printer
9/30/2012	Signet Computers	Req # F2Q4012271A001	FA4800-12-F-0152	GS-35F-0319Y	Langley USAF	Langley AFB	Jason Simas	(757) 764-2313	jason.simas@langley.af.mil	Unrestricted	09-30-2012 thru 10-31-2012	Quantum backup
10/9/2012	Signet Computers	NNSA eSourcing: NNS-245285-CE-13 SYMC	143325	GS-35F-0319Y	National Security Technologies, LLC for DOE	Las Vegas, NV	Carolyn Eichler	702-835-0947	eichlecl@nv.doe.gov	None listed	10/15/2012 thru 10/14/2013	Symantec Software
12/7/2012	Signet Computers	IRS RFQ TIRNO-12-Q-00083	TIRNO-13-Z-00003	GS-35F-0319Y	IRS	Memphis, TN	Stephanie Bracey-Smith	(202) 283-1281	Stephanie.Bracey@irs.gov	SDVOSB, HUBZone	12/07/2013 thru 12/06/2013	HP Desktops and Laptops
12/14/2012	Signet Computers	eBuy # RFQ775387	TIRNO-13-P-00069	OPEN MARKET	IRS	Memphis, TN	Andrew Greenfield	240-613-8143	Andrew.J.Greenfield@irs.gov	Small, SDVOSB	10-28-2012 thru 4-28-2014	APC Power Supply
12/31/2012	Strong Castle	eBuy RFQ752462 (IRS RFQ TIRNO13Q00028	TIRNO-13-Z-00005	GS-35F-0319Y	IRS	Martinsburg, WV	Brian Carper	(202) 283-2749	Brian.M.Carper@irs.gov	Small, SDVOSB, HUBZone	12/31/2012 thru 12/30/2013	IBM Software
12/31/2012	Strong Castle	eBuy RFQ752462 (IRS RFQ TIRNO13Q00028	*TIRNO-13-Z-00005-0001	GS-35F-0319Y	IRS	Martinsburg, WV	Brian Carper	(202) 283-2749	Brian.M.Carper@irs.gov	Small, SDVOSB, HUBZone	12/31/2012 thru 12/30/2013	IBM Software
1/24/2013	Strong Castle	eBuy: RFQ749351 Quote ID: RFQ749351-NJG (HP Printer)	HHSI102201300002P	GS-35F-0319Y	Indian Health Affairs	Seattle, WA	Casey LaFran	206-615-2462	casey.lafran@ihs.gov	Small, SDVOSB	Deliver by 2-24-2013	HP Printer
3/8/2013	Strong Castle	eBuy RFQ752462 (IRS RFQ TIRNO13Q00028	***TIRNO-13-Z-00005-0003	GS-35F-0319Y	IRS	Martinsburg, WV	Brian Carper	(202) 283-2749	Brian.M.Carper@irs.gov	Small, SDVOSB, HUBZone	12/31/2012 thru 12/30/2013	IBM Services
3/8/2013	Strong Castle	eBuy RFQ752462 (IRS RFQ TIRNO13Q00028	**TIRNO-13-Z-00005-0002	GS-35F-0319Y	IRS	Martinsburg, WV	Brian Carper	(202) 283-2749	Brian.M.Carper@irs.gov	Small, SDVOSB, HUBZone	12/31/2012 thru 12/30/2013	IBM Services
4/5/2013	Strong Castle	GSA eBuy RFQ #708195	TIRNO-12-Z-00019-0008	GS-35F-0319Y	IRS	Memphis, TN	Mike Crawford	202-283-1364	michael.a.crawford@irs.gov	Small, SDVOSB, HUBZone	05/01/2013 thru 04/30/2014	Informatica Software
4/8/2013	Strong Castle	eBuy RFQ752462 (IRS RFQ TIRNO13Q00028	****TIRNO-13-Z-00005-0004	GS-35F-0319Y	IRS	Martinsburg, WV	Kathy Pham	202-283-6885	Kathy.M.Pham@irs.gov	Small, SDVOSB, HUBZone	12/31/2012 thru 12/30/2013	IBM Services
4/8/2013	Strong Castle	IRS Req 13PR-CIO-IT0073 Symantec Quote	TIRNO-13-P-00139	OPEN MARKET	IRS	Oxon Hill, MD	Andrew Greenfield	240-613-8144	Andrew.J.Greenfield@irs.gov	Small, SDVOSB, HUBZone	ORDER CANCELLED VIA MOD 1: Order cancelled, QTY changed and replaced with GSA eBuy RFQ # 775387	Symantec Software
4/30/2013	Strong Castle	eBuy RFQ #708195	TIRNO-12-Z-00019-0009	GS-35F-0319Y	IRS	Lanham, MD	Tara L. Burfening	202-283-1215	Tara.L.Burfening@irs.gov	Small, SDVOSB, HUBZone	04-30-2013 thru 04-30-2014	Informatica Software
5/21/2013	Strong Castle	eBuy RFQ #708195	TIRNO-12-Z-00019-0010	GS-35F-0319Y	IRS	Lanham, MD	Mark Wisniewski	240-613-8408	mark.wisniewski@irs.gov	Small, SDVOSB	05/29/2013 thru 02-21-2014	Informatica Software
												Inside Sales

Award Value	Cost	GP \$	GP %	Supplier	Inside Sales Rep	Notes
						GSA IT Schedule 70 Awarded to Signet Computers. Incorporated
\$ 681.31	\$ 829.96	\$ (148.65)	-21.82%	Synnex	Nathan Chan	
\$ 26,944.40	\$ 25,661.20	\$ 1,283.20	4.76%	Synnex	Conor Stueckler	
\$ 467,825.34	\$ 455,477.34	\$ 12,348.00	2.64%	Emergent		
\$ 467,825.34	\$ 455,477.34	\$ 12,348.00	2.64%	Emergent		
\$ -	\$ -	\$ -	#DIV/0!	DLT		Master BPA Award
\$ 4,607.38	\$ 4,400.00	\$ 207.38	4.50%	Red River		Order No. W912K3-12-F-0061 placed by the Property and Fiscal Office
\$ 26,311.47	\$21,297.29	\$ 5,014.18	19.06%	immix		Order No. TIRNO-12-K-00545 (IRS)
\$ 9,945.97	\$ 9,727.03	\$ 218.94	2.20%	DLT		
\$ 968,330.24	\$ 877,517.57	\$ 90,812.67	9.38%	DLT		
\$ 2,510,621.71	\$ 2,414,236.45	\$ 96,385.26	3.84%	GDIT		
\$ 5,166.79	\$ 4,476.47	\$ 690.32	13.36%	Synnex	Matt Stone	
\$ 58,524.90	\$ 57,237.01	\$ 1,287.89	2.20%	DLT		
\$ 179,255.00	\$ 175,310.52	\$ 3,944.48	2.20%	DLT		
\$ -	\$ -	\$ -		DLT		\$8,684.40 funding for CLIN #2 off DO #2
\$ 258,000.75	\$ 252,266.64	\$ 5,734.11	2.22%			
\$ 3,225.00	\$ 2,911.82	\$ 313.18	9.71%	Rimage	Anthony Albanese	
\$ 232,297.01	\$ 222,163.77	\$ 10,133.24	4.36%	Emergent		
\$ 1,944,192.29	\$ 1,893,093.74	\$ 51,098.55	2.63%	DLT	Mark D'Annibale	
\$ 322,738.60	\$ 315,627.84	\$ 7,110.76	2.20%	DLT		
\$ 74,520.76	\$ 71,241.20	\$ 3,279.56	4.40%	Red River		
\$ 7,728.93	\$ 7,044.32	\$ 684.61	8.86%	Immix		
\$ -	\$ -	\$ -	#DIV/0!	Various		Master BPA
\$ 665,645.16	\$ 589,725.16	\$ 75,920.00	11.41%	Citizant and KGS		**TIRNO-12-Z-00022-0002...DO#2 is awarded for \$665,645. Citizant received \$292,900.48, KGS receives \$296,824.68 and SCI only received \$75,920.00

Award Value	Cost	GP \$	GP %	Supplier	Inside Sales Rep	Notes
\$ 208,613.03	\$ 193,940.74	\$ 14,672.29	7.03%	Emergent		
\$ 15,150.00	\$ 14,830.71	\$ 319.29	2.11%	Synnex		
\$ 72,980.14	\$ 70,854.54	\$ 2,125.60	2.91%	DLT		
\$ 31,990.00	\$ 29,904.20	\$ 2,085.80	6.52%	DLT		
\$ -	\$ -	\$ -	#DIV/0!	HP Source		Master BPA
\$ 3,040.00	\$ 2,952.12	\$ 87.88	2.89%	Synnex	Conor Stueckler	
\$ -	\$ -	\$ -	#DIV/0!	IBM		IRS ESSO BPA Base Award
\$ 39,934,787.15	\$ 39,236,243.50	\$ 698,543.65	1.75%	IBM		*TIRNO-13-Z-00005-0001 under CTA and Assignment of Claims with IBM. DO#1 was cut for \$39,934,787.15. IBM received \$39,236,243.50 and SCI only received \$698,543.65 of which \$90,000.00 went to Presidio for Program Management Support.
\$ 4,509.00	\$ 4,296.87	\$ 212.13	4.70%	Synnex	Mark D'Annibale	
\$ 400,000.00	\$ 393,468.04	\$ 6,531.96	1.63%	IBM		***TIRNO-13-Z-00005-0003 under CTA and Assignment of Claims with IBM. DO#3 is funded for \$400,000. IBM received \$393,468.04 and SCI only received \$6,531.96
\$ 649,504.83	\$ 624,306.45	\$ 25,198.38	3.88%	IBM		**TIRNO-13-Z-00005-0002 under CTA and Assignment of Claims with IBM. DO#2 is funded for \$649,504.83. IBM received \$624,306.45and SCI only received \$25,198.38. SCI Revenue includes funded portion of billable PM and proposal for \$14,926
\$ 99,002.16	\$ 96,403.44	\$ 2,598.72	2.62%	DLT	Conor Stueckler	
\$ 828,086.00	\$ 775,570.00	\$ 52,516.00	6.34%	IBM and the Fillmore Group		****TIRNO-13-Z-00005-0004 under CTA and Assignment of Claims with IBM. DO#4 is funded for \$828,086. IBM received \$558,682.00. the Fillmore Group receives \$269,404.00 and SCI only received \$52,516.00
\$ -	\$ -	\$ -	#DIV/0!		Conor Stueckler	\$1207 ORDER CANCELLED VIA MOD 1: Order cancelled, QTY changed and replaced with GSA eBuy RFQ # 775387
\$ 85,617.60	\$ 83,393.78	\$ 2,223.82	2.60%	DLT		
\$ 396,188.00	\$ 384,621.18	\$ 11,566.82	2.92%	DLT		
\$ 50,963,856.26	\$ 49,766,508.24	\$ 1,197,348.02	2.35%			
\$ 2,086,760.95	\$ 2,030,625.62	\$ 56,135.33	2.69%			