

19 Oct 2005



MARKETING TO EDS US GOVERNMENT SOLUTIONS

Presentation by Gwen Johnson, Small Business Director

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Who We Are: A Global Company

- EDS is a global technology services company delivering business solutions to our clients.
- Core portfolio includes information technology, applications and business process services, as well as information technology transformation services.
- Revenues of \$21.7 billion in 2004



Marketing to EDS US Government Solutions

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US Government Solutions



EDS and Government – Working Together

EDS innovates, bringing thought leadership and flexible solutions to government clients as they meet the challenges of an increasingly complex world.



US Government Solutions

- One of the largest providers of professional services to the U.S. federal government for over 20 years
- First to provide enterprise scale systems integration services to U.S. government (Project Viable, U.S. Army)
- One of the largest General Services Administration (GSA) Schedule service providers



What We Buy

- Services and Products
- Compliment or supplement EDS offerings
- Alliance partners – potential for resellers



How We Buy

- As needed – contract specific
- Teaming vs. subcontracting
- Teaming: functional area; generic support such as staff augmentation; business size categories. Should have teaming agreements.
- Subcontracting: fulfillment of post award requirements; can be ad hoc as teaming partners exist.
- Strategic sourcing initiative



Discriminators



Web Sites and Contact Information

Web Sites

- EDS Corporate Supplier Diversity: www.eds.com search on supplier diversity
- EDS US Government: www.eds-gov.com/smallbiz
- EDS Mentor Protégé Program www.eds-gov.com/mentorprotege

Contact Info

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