

***Small Business Recertification
Opinion Poll Results
Executive Summary***

Sponsored by:
CDW-G
April 2007



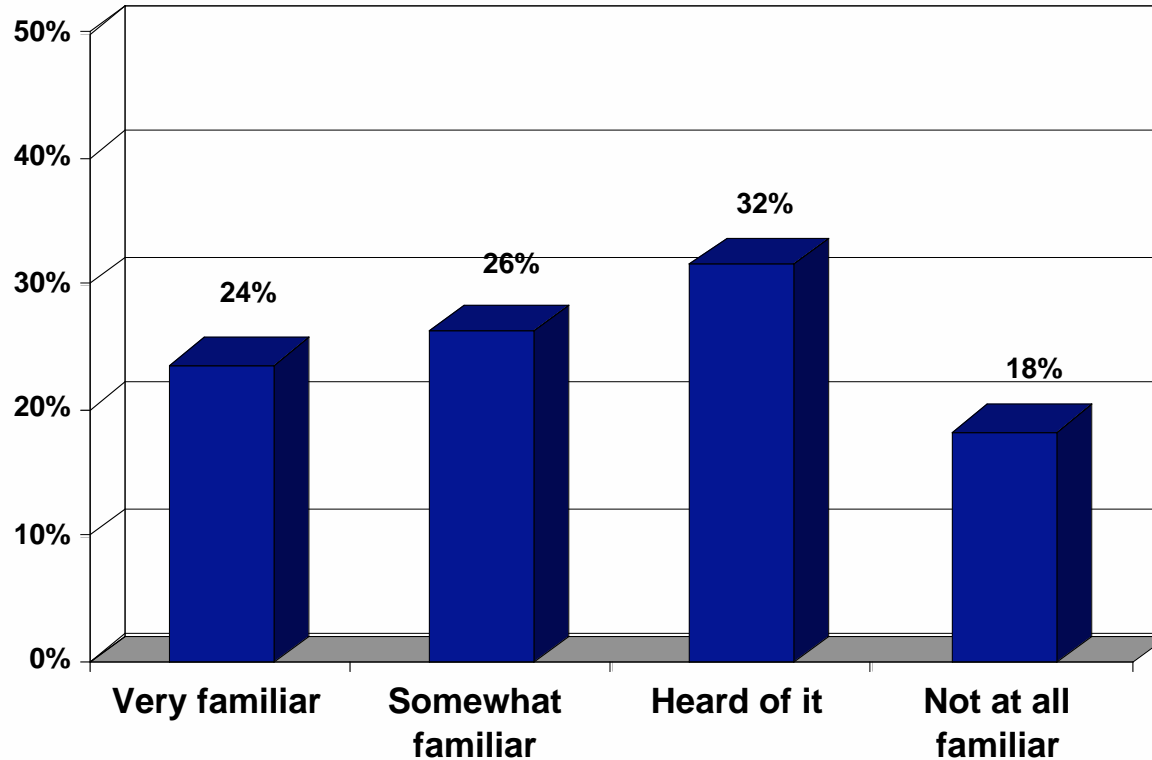
Introduction

On behalf of CDW-G and Market Connections Inc., a link was posted in the February issue of *FCW's* SI e-Newsletter inviting readers to complete an opinion poll.

Poll results are not scientific and reflect the opinions of only those individuals who chose to participate.

Familiarity with New Business Size Recertification

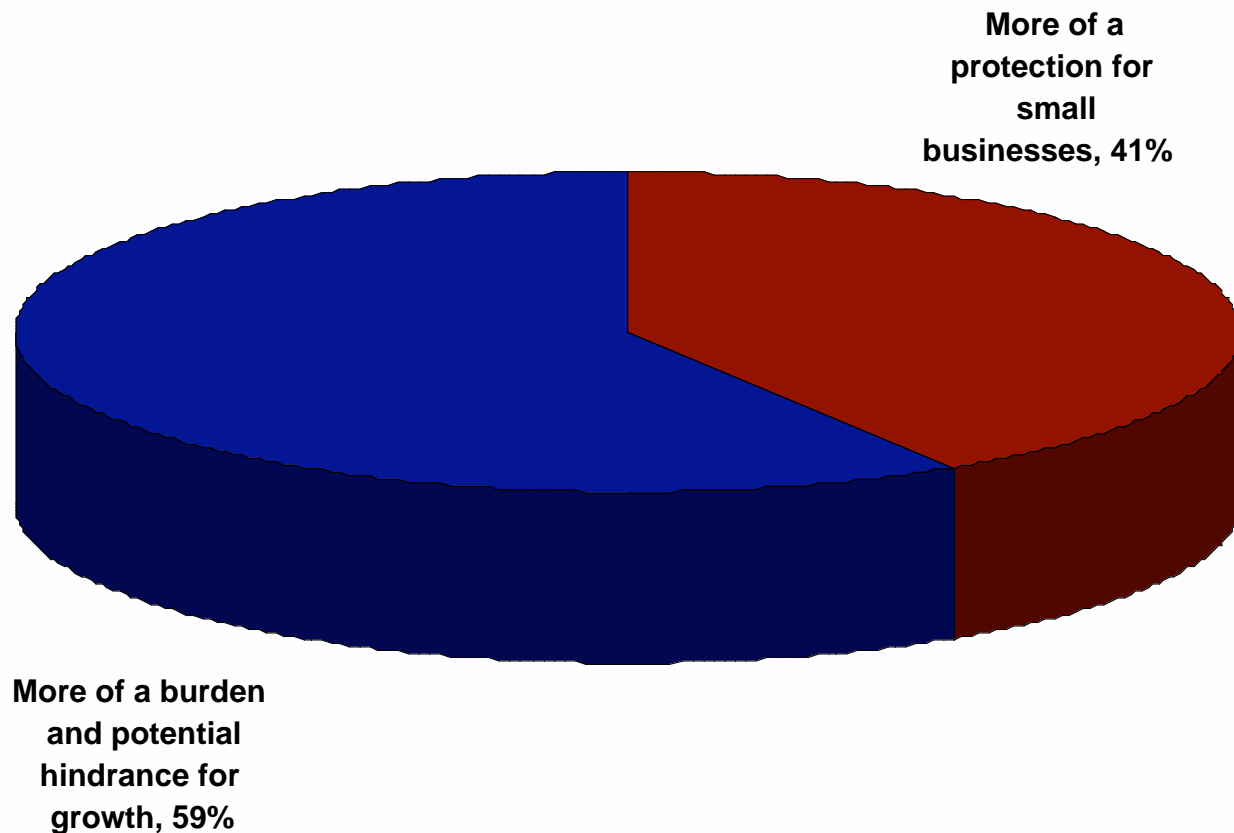
- Half of the respondents indicated being familiar with the SBA's new rule establishing business size recertification requirements.



How familiar are you with the Small Business Administration's (SBA) new rule establishing business size recertification requirements?

Protection or Hindrance?

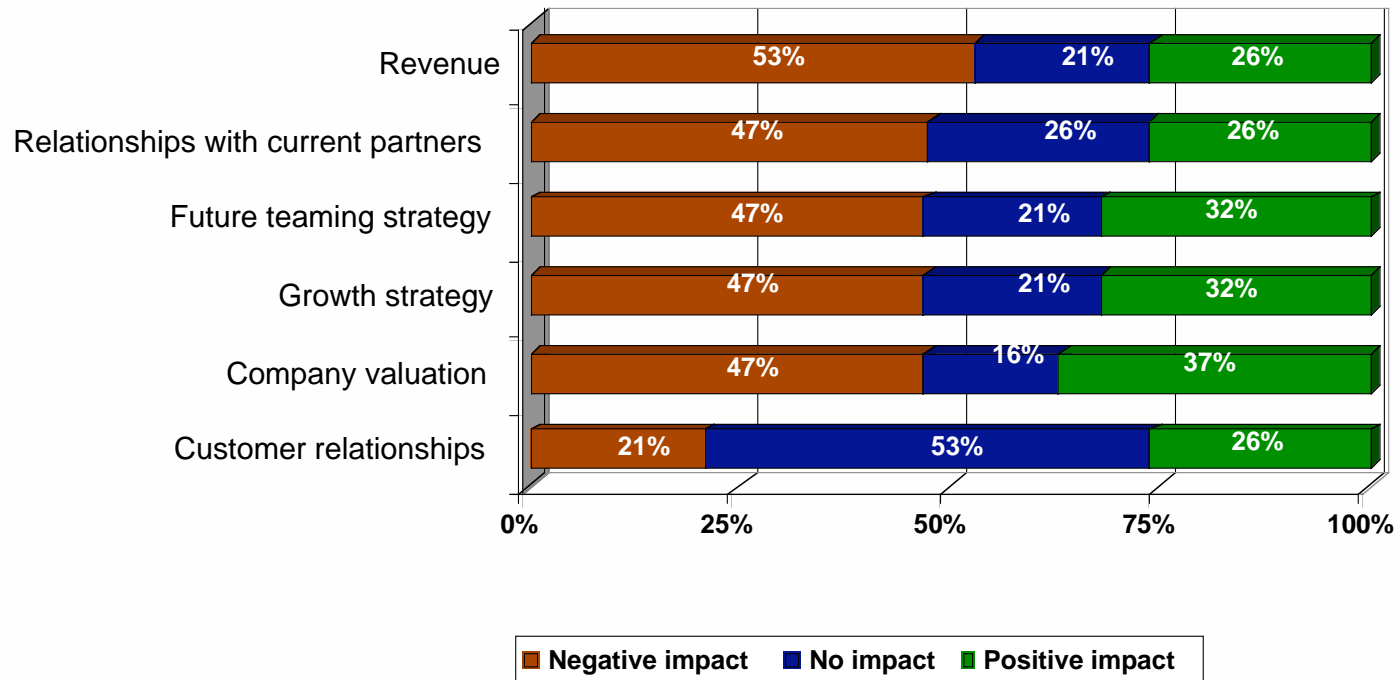
- Almost 60% see the new requirements as more of a burden and potential hindrance for growth.



Do you think the new small business certification requirements will be...

Company Impact From New Rule

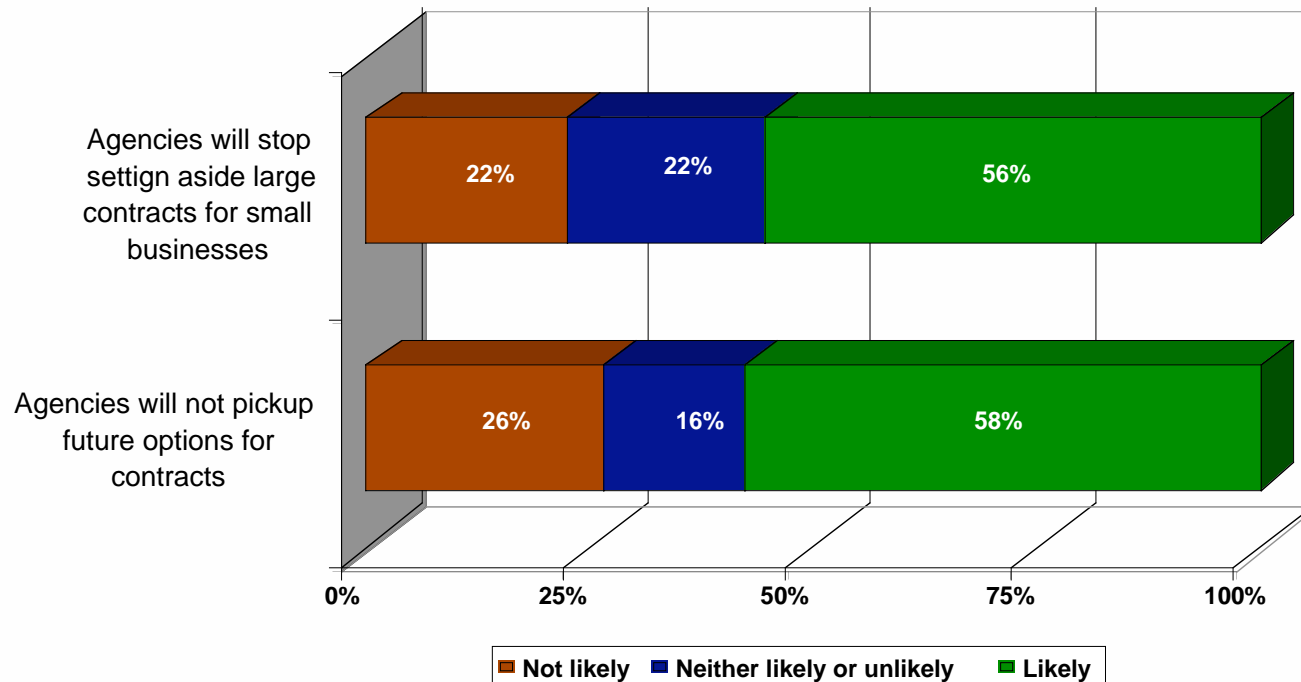
- About half believe the new rule will have a negative impact on their company's revenue, relationships with current partners, teaming and growth strategy and company valuation.



What degree of impact will the new rule have on your company's...

Impact of New Rule of Agency Actions

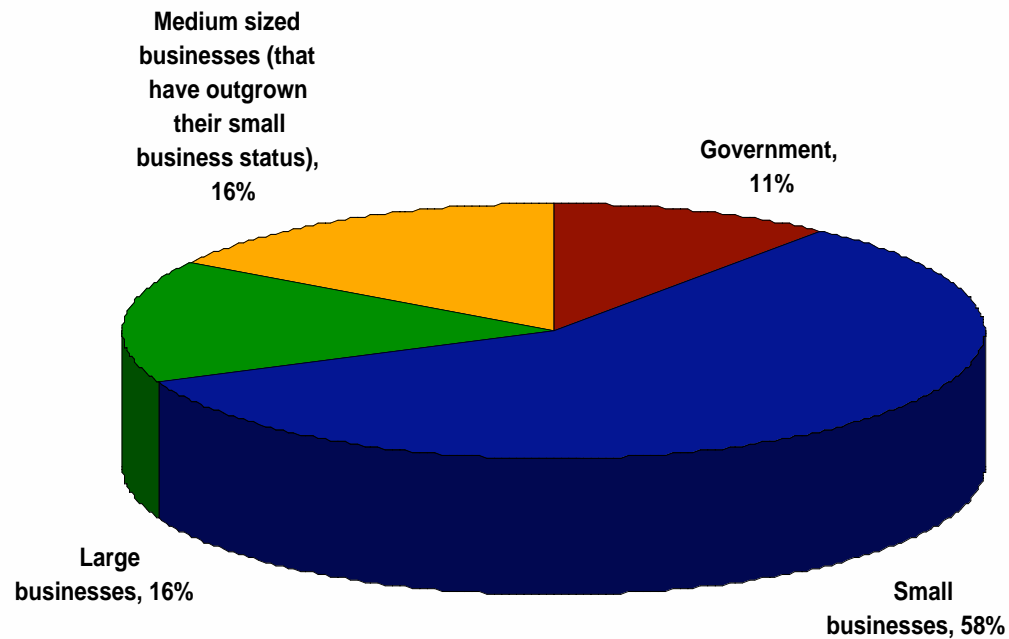
- Over half think it is likely that federal agencies will stop setting aside large contracts for small businesses for fear of losing credit for those contracts as the company grows.
- Over half believe agencies will *not* pick up future options on contracts for which the contractor has lost their small business designation.



How likely do you think it will be that federal agencies will *not* pick up future options on contracts for which the contractor has lost their small business designation? How likely do you think it will be that federal agencies will stop setting aside large contracts for small businesses for fear of losing credit for those contracts as the company grows?

Who Will Lose the Most?

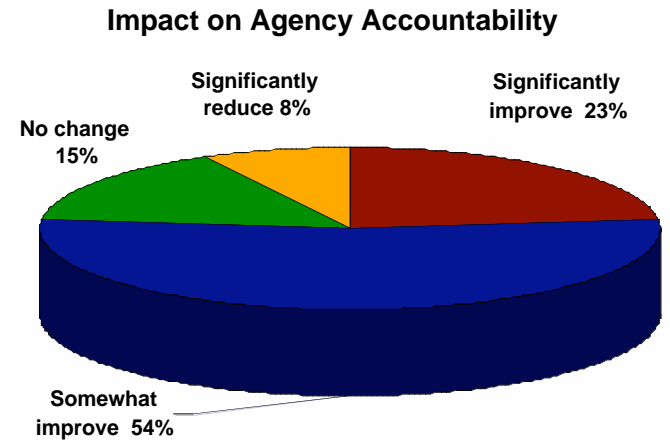
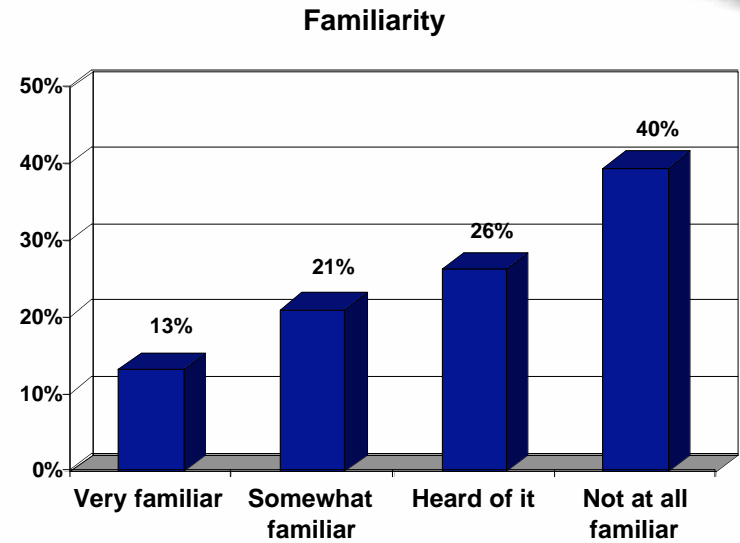
- Over half of the respondents believe small businesses stand to lose the most as a result of the new requirements.



Who stands to lose the most as a result of the new requirements?

SBA Procurement Scorecard

- Two-thirds of the respondents indicated no familiarity with the SBA Procurement Scorecard.
- Of those familiar with the scorecard, over three-quarters believe it will somewhat or significantly improve agency accountability of small business procurement.

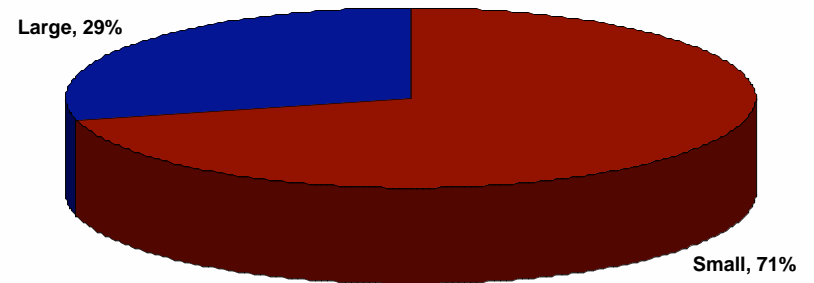


How familiar are you with the SBA Procurement Scorecard? What impact do you think the SBA Procurement Scorecard will have in terms of agency accountability of small-business procurement? Will it...

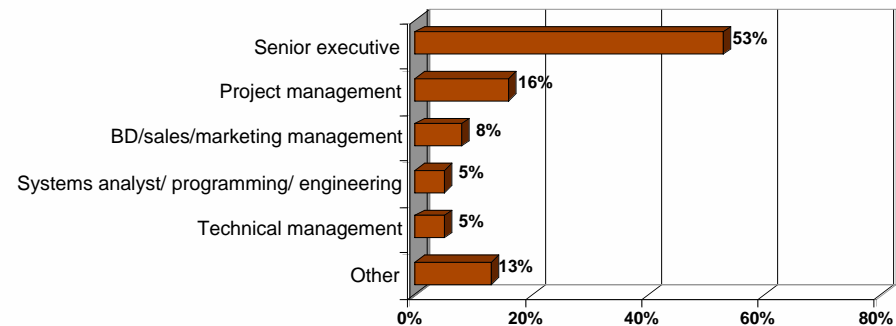
Respondent Classifications

- The majority of respondents are employed by small businesses.
- Over half of the respondents classified themselves as senior executives.

Company Size



Primary Job Function



How is your organization's size categorized? Please indicate your primary job function.

About Market Connections, Inc.

- Full service business-to-business custom research provider.
- Unmatched expertise in government markets. Over 15,000 government employees interviewed since 2003 alone!
- Bottom-line business approach.
- Roll-up our sleeves partner who works as part of your team.
- Deliver useable, actionable results.

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Government Computer News

Some vendors are always on feds' minds

Federal IT vendors can have dozens of entries — some more than that — on GCM Government Inc., IBM Corp. and Dell Computer Corp. generated the highest overall average ratings for a vendor, integrator and distributor, respectively, according to a new survey from Market Connections Inc. of Fairfax, Va.

The research firm asked 825 federal and Defense Department IT employees to rate the companies in each of the three categories that the survey is designed to present.

Along with GCM's of Fairfax, Va., and STS Corp. of Quantico, Va., five computer-oriented vendors earned high average scores: CompuLink Inc. of Dallas and Minnesota-based Best Buy (Steven Parkard Co. and IBM were the highest-rated electronics manufacturers, after Dell, while Lockheed Martin Corp. and Northrop Grumman Corp. rounded out the top three integrators, the survey found.

Survey respondents said recommendations from contractors and former military are their largest source of information about IT.

The survey also found that 43 percent of federal IT workers use a credit card to buy IT products, and 62 percent are purchasing IT products and/or services through a contract or a government contract on the Web site — not 4000.

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Our Capabilities

- Domestic and international
- Telephone and online surveys, focus groups, in-depth interviews
- Attitude, awareness and usage studies
- Customer and employee satisfaction
- New product/service testing
- Advertising and collateral testing
- Name research



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