



"Big Dreams Small Business" NEWS

"Go to the Head of the Class"

Tired of trying to find your way through the GSA/FTS contracting maze? Is the myriad of contracting vehicles driving you crazy? Now's your chance to enhance your contracting skills with specialized courses from GSA/FTS.

The Small Business Solution Development Center (SDC) in conjunction with its sister SDC organizations (Answer, Millennia Lite, FEDCAC) wants you to have the best possible education in the use of FTS contracting vehicles. That is why, in June of 2000, **Solutions Edu** was launched with the goal of bringing specialized acquisition training to GSA/FTS professionals, clients, and industry partners. **Solutions Edu**, a nationwide educational program, focuses on FTS contracts in the context of Performance Based Contracting

and a variety of other procurement courses. For a list of course offerings or for additional information, follow the "FTS Contract Training" link on the Small Business SDC web site at <http://www.fast.sdc.gsa.gov>.

Solutions Edu uses FTS contracts as the foundation of class lectures, discussions, and workshops.

To preview information about the various FTS contracts, check out the Contract Comparison Matrix provided on our web site. Cross-reference and compare the terms and conditions of contracting vehicles such as ANSWER, Millennia, Millennia Lite, the Small Business SDC Contracts, FSS Schedules, CIO-SP, and I TOP II. The matrix has been updated to include the provisions of the newly awarded CIO-SP2. Available in easily downloadable Word and Acrobat

formats, it is a valuable addition to everyone's acquisition tool kit!

Just around the corner are these exciting Spring 2001 events:

- The GSA/FTS Network Services Conference, Apr 2-4, Las Vegas, NV, www.afcea.org
- The 34th Annual Joint Industry/SBA Procurement Conference, May 7-9, Washington, DC, <http://smallbusinesssuccess.sba.gov/>
- The GSA/FSS Product & Services Expo, May 22-24, Orlando, FL, www.expo.gsa.gov

More information about each event will be provided as it becomes available.