# GETTING YOUR IT PRODUCTS AND SERVICES ONTO A SEWP CONTRACT

## HOW TO GET ONTO A SEWP CONTRACT

Identify which SEWP Contract Holders offer IT products and services of your type.

Connect with several providers from each of SEWP's groups (WOSB, SDVOSB, HUBZone, EDWOSB) that have IT products and services that align with what your company can provide.

Develop a business relationship with SEWP Contract Holders.

Make sure you have the B&P budget and bandwidth to support the continual stream of task order RFP's from Federal Agencies.

When a Contract Holder is interested in partnership, they will submit a Technology Refresh (TR) to SEWP to add your IT product and/or services to their SEWP Contract.

Once the TR is approved, your product and/or service will be available on SEWP.

## WHY YOU SHOULD GET ONTO A SEWP CONTRACT

**SEWP Speed:** It only takes one business day for new products to be added to SEWP.

**Government Usage:** Government has used GWACs, IDIQs (Indefinite Delivery/ Indefinite Quantity), and schedules to procure half of all IT services and products since 2011.
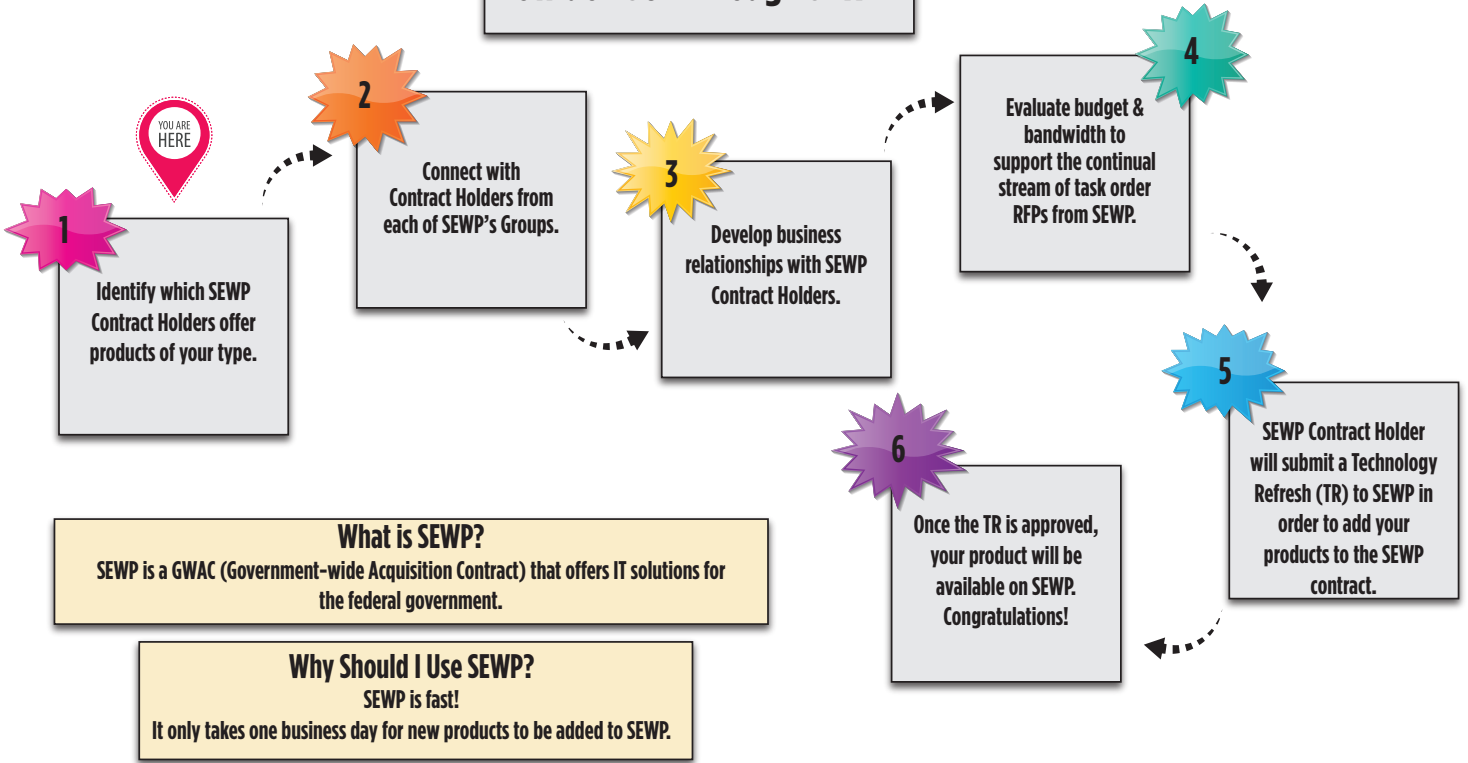
**SEWP Growth:** SEWP has rapidly increased market share since 2014 by 20% each year.

**SEWP Support:** SEWP has a dedicated Industry team to assist companies that want to market their IT products and services to the Federal Government.

**SEWP Technology:** SEWP has many processes, tools, and exemplary customer service making acquisition for the Federal Government "frictionless".

**Exposure:** Being on SEWP doesn't guarantee business, but NOT being on guarantees you will not see SEWP's government customer RFQs.

# How do I Sell Through SEWP?

**1** — YOU ARE HERE

Identify which SEWP Contract Holders offer products of your type.

**2** Connect with Contract Holders from each of SEWP's Groups.

**3** Develop business relationships with SEWP Contract Holders.

**4** Evaluate budget & bandwidth to support the continual stream of task order RFPs from SEWP.

**5** SEWP Contract Holder will submit a Technology Refresh (TR) to SEWP in order to add your products to the SEWP contract.

**6** Once the TR is approved, your product will be available on SEWP. Congratulations!

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**What is SEWP?**
SEWP is a GWAC (Government-wide Acquisition Contract) that offers IT solutions for the federal government.

**Why Should I Use SEWP?**
SEWP is fast!
It only takes one business day for new products to be added to SEWP.

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## MORE INFORMATION

To contact SEWP's Industry Team:

Website: www.sewp.nasa.gov     Phone: 301-286-1478     E-mail: help@sewp.nasa.gov

SEWP Training and Events
www.events.sewp.nasa.gov

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**Industry Providers**

SDVOSB     EDWOSB
**Groups**
HUBZone     WOSB

**Contract Holders**

**SEWP**

**Federal Government**

RFQs

Quotes

Purchase Order

Delivery