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Mr. Scott Orbach
President
EZGSA - Gateway to Government Sales

Scott,

I would like to thank you and your company, EZGSA, for outstanding service facilitating our recent GSA IT70 schedule modification. Amber Gray was knowledgeable, dedicated to a prompt award, and especially effective in negotiating a timely modification with advantageous contract terms crucial to our professional success.

As you know, we have had previous experience with other similar GSA awarding companies. In fact, we used a competitor over a year ago to acquire our original IT70 schedule and that experience left us disappointed, frustrated, and overall skeptic of GSA awarding companies as a whole. Our IT70 schedule, using the competitor, took a year and a half and two formal submissions in order to become awarded. Furthermore, the competitor provided no negotiation support (contrary to what they promised) resulting in disadvantageous contract terms.

A long story short, we later required a GSA modification, needed professional guidance, and came across EZGSA. Your services came highly recommended, your client feedback was proximate and positive, and your personnel were competent and understanding of exactly what we needed to accomplish. I knew from the first phone call with Evette Lewis, that EZGSA would provide a much different experience than we had encountered prior.

Within a day of signing a contract for services with EZGSA, I was contacted by Amber Gray who walked me through the GSA modification process, the required documentation I would have to gather, and the general modification award process. She facilitated a strategy meeting with you so we could discuss the renegotiation of those disadvantageous contract terms the prior competitor had failed to address. The end result was a GSA modification, handled cradle to grave by your team, that was negotiated and executed exactly as we envisioned and in a timely manner.

Normally I would end the letter here with a formal thanks and a signature, but allow me one last point of praise....and if this letter makes it to the EZGSA website and it is an undecided client who is reading this, listen up... Within a day or so of final document gathering (preliminary stages of the modification, meaning the modification was not even on GSA's radar), an interested vendor contacted my company for services. The particular vendor wanted to purchase our services using our IT70 schedule however he was only interested in the services that happened to be part of the modification that we had not completed yet. His deadline was

three weeks from that date to have a decision on who he would procure services from and unless we had our IT70 schedule modification complete and updated on the eAdvantage website, we were going to be out of the running for the work.

Over the next few days, Amber worked tirelessly to maintain contact with our GSA government officer responsible for the award approval and processing. She worked out all the potential kinks, document reviews, contract term changes, etc with the officer prior to our formal modification submittal in an attempt to expedite the award. Because of her diligence and grave attention to detail, the award modification was complete in record time. From formal document submittal, GSA review, GSA approval, GSA signature, and upload the entire modification took two weeks.

Anyone that has prior experience with GSA schedules knows the administrative processes can sometimes drag on, the documentation can be overwhelming, and all too often it feels like a waiting game in anticipation of a response from the awarding office. Only with excellent communication skills, deep industry knowledge, and direct relationships with the awarding offices can a person navigate with true speed through these processes. The two week turn around Amber facilitated should stand alone as a testament to a job done EXCEEDINGLY well and a product of true EXPERTISE.

Thank you for being a company of excellent people, knowledge, and service. As a person who has experienced the other side of the industry, I can say with confidence that EZGSA is and a company I endorse, will recommend to peers, and will return to again for all my GSA related services.

Best Regards,

Chris Cecchini



Information Technology Partners, Inc

"Experience Matters....."

Christine J Cecchini

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