



Winvale

Accelerating Government Opportunities

Diversifying Your Contract Portfolio: California Multiple Award Schedules (CMAS)

Today's Agenda

- About Winvale
- What is CMAS?
- What is sold through CMAS?
- Benefits of CMAS contracts
- Do I qualify?
- Application Process
- Advantages of utilizing Winvale expertise



About Winvale

Winvale Government

- 150+ Manufacturers represented
- 1000 Government Customers
- Channel & Distribution Programs
- Value Added Reseller Platforms
- Access to over 40 Contract Vehicles

Winvale Government Contract Consulting

- 1000+ Commercial Clients
- 1000+ GSA Schedules Awarded
- \$21.4 Billion captured

Industry Recognition

- INC 500/5000
- SmartCEO “Five on Fire”

Federal GSA Contracts

- Schedule 70 - Information Technology: GS-35F-0074S
- Schedule 66 - Test & Measurement GS-07F-0518X

State Contracts

California (CMAS) Number 3-09-702651

Texas Buy Board

Maryland COTS

Federal

- NASA SEWP V Contract
- SPAWAR
- ECS III
- Encore II
- Eagle II
- ITES 2S/2H
- NETCENTS
- DHS FirstSource

State

- NASPO Value Point (Formerly WSCA)
- Florida
- Texas DIR
- New York - OGS
- TCPN
- Ohio



What is CMAS?

California Multiple Award Schedules (CMAS) is a unit of the State of California's Department of General Services Procurement Division.

This unit utilizes an open enrollment platform, which enables companies to submit previously assessed and awarded products/ services to the State of California, who then incorporates its terms and conditions to the submitted contract for award.

CMAS contracts are based almost exclusively on products/services and prices awarded by the General Services Administration.



What is Sold Through CMAS?

CMAS operates on three types of products/services contracts, which encompass separate terms and conditions including:

- **Information Technology** – Software as a Service, Email as a Service, Infrastructure as a Service, IT Professional Services, Hardware, Helpdesk, Custom Developed Software
- **Non-Information Technology Services** – Facility site services, financial services, Professional consulting services, Furniture, Hardware
- **Non-IT Commodities** – Business Planning, Project Management, Program Development, Security Assessment, Training Development, Homeland Security Services, Public Safety Training, Marketing Consulting Service



Solutions Not Covered On CMAS

There are some products/services which are excluded:

- Products and services from other California DGS contracts
- Facility Planning
- Medical Services
- Registered Nursing
- Human Resources
- Security Guard Services
- Architectural
- Construction
- Engineering
- Environmental Services



The Benefits of Having a CMAS Contract

Streamlined sales pipeline to state and local agencies, school districts, and municipalities within the state of California.

An opportunity to capture some of the \$300 million average procured through this contract annually.

The ability to diversify your contract portfolio by selling through a different government contract.

Same contract period as your GSA Schedule, with an additional three months added to allow for your GSA extension renewal to be reviewed and awarded.



Do I Qualify for CMAS?

Qualified Vendors

- GSA Schedule Contract holders

Base Contract

- Your GSA contract – “base” contract

Speed-To-Market

- Federal terms and conditions quickly assessed = shorter time to award



CMAS Application Process

- The application consists of four parts and the first part utilizes your “base” contract, which is your GSA Schedule Contract
- Contract must contain your federal Terms and Conditions, awarded products with descriptions/services with descriptions, and pricing
- Application acts as the document, which merges your federal contract terms and conditions to that of the state of California’s

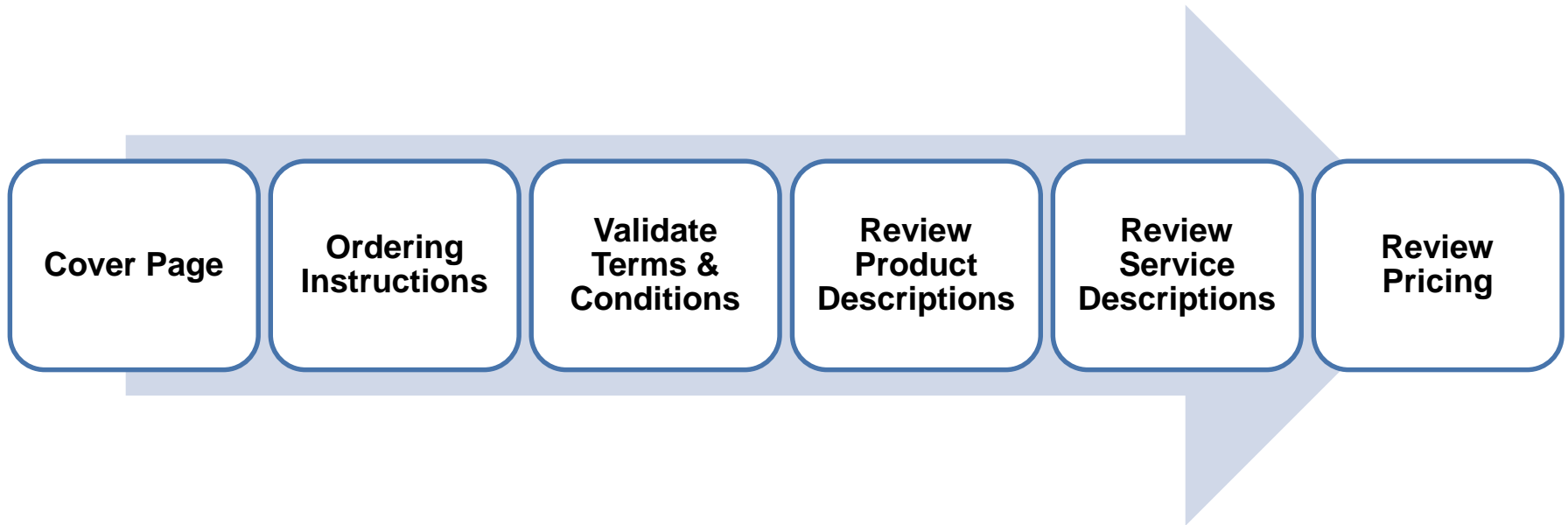


Advantages of Using Winvale

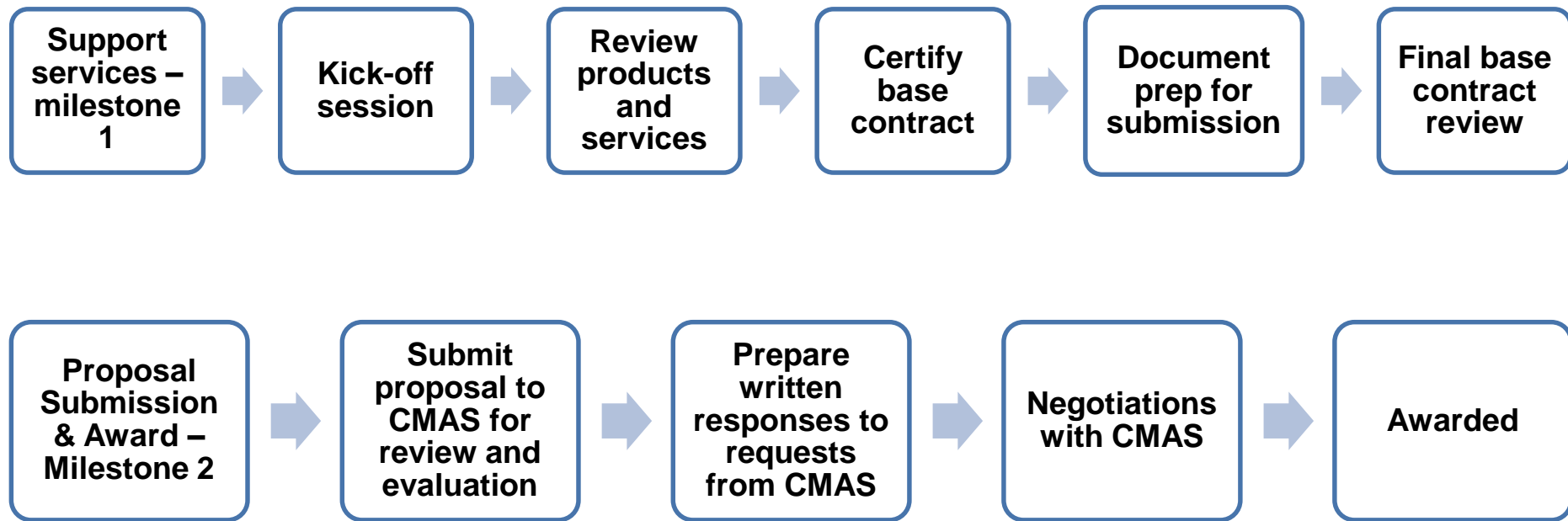
- ✓ **Winvale has been a CMAS contractor since April 2009**
- ✓ **Dedicated consultant who understands both CMAS and GSA contracts**
- ✓ **Move through the process faster**
- ✓ **Government sales and marketing training**
- ✓ **More cost-effective**
- ✓ **Contract rules education and training**
- ✓ **Decrease risk and optimize resources**



Winvale's Pre-Application Contract Evaluation Process



Winvale's CMAS Application Process



Questions ?

Winvale is one of the fastest growing companies in the Washington, D.C. metro area and is widely recognized as a leading government consulting firm, who helps companies expand their contracting abilities within the federal and state & local markets.

Winvale CMAS Contract Acquisition & Business Development Team

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