



CounterTrade Products, Inc. is a SBA certified SDB small, woman-owned business with a 24-year history of providing IT solutions to government, education and commercial accounts. We are an ISO 9001:2000 certified company and quickly becoming one of the nation's premiere IT solutions providers for thousands clients. We staff PMI certified Project Managers and deliver the highest quality of management in service engagements, based upon stringent quality standards. CounterTrade believes in proposing solutions that provide the highest standard of customer satisfaction, based on the customers' stated needs. We also have a state of the art eCommerce Electronic Ordering System (EOS) (Lawrence Livermore National Laboratory, exclusive \$60 million contract, no. H667700). CounterTrade sells over 400,000 products from over 1,800 IT manufacturers, has a GSA schedule (GS-35F-0650K), and is a Prime Contract holder for NASA SEWP IV (NNG07DA50B—Server Support Devices, NNG07DA40B—Computer Security Systems and Tools, NNG07DA24B--High-End Networking and NIH ECS III (HHSN263999900440I). For more information, visit online at [www.countertradeproducts.com](http://www.countertradeproducts.com).

**Last 3 Years CounterTrade has received and processed over  
51,000 Federal government Task Orders representing over  
\$200,000,000.**

Below are snapshots of past task orders CounterTrade has operated.

## **PAST PERFORMANCE**

**Program Name:** Lawrence Livermore National Labs Ecommerce (EOS) Project

**Contract Number:** H667700

**Agency:** Department of Energy

**Award Amount:** \$60 Million

**Contract Type:** Firm Fixed Price

**Date of Award:** February 2, 2005

**Performance Period:** 5-year contract

**Contract Description and Scope:** The Lawrence Livermore National Laboratory Procurement and Materiel Department (LLNL) contracted with CounterTrade for the development, implementation and maintenance of a LLNL specific ecommerce Electronic Ordering System (EOS) website. The system provides computer peripherals to the laboratory's 9,000-plus end-users. The EOS system provides LLNL with real-time pricing and availability, up-to-date technical specifications, part numbers, warranty information, UNSPSC and product images. It also has a search option that allows users to search for similar products and tag items for a side-by-side comparison.

**Program Name:** Air Force Scanners 20618

**Agency:** U.S. Air Force

**Award Amount:** \$83,503.48

**Contract Type:** Firm Fixed

**Contract Description and Scope:** CounterTrade installed desktop publishing equipment and hardware at Langley AFB, VA, Barksdale AFB, LA, Minot AFB, ND. The Air Force bases digitized paper maps and paper edits to save team editing time. Each on site installation took one day or less. CounterTrade shipped, installed and configured Canon scanners (sheet fed), 50-inch wide screen televisions, 24-inch LCD wide screen monitors, flash drives, Adobe Acrobat Professional and Adobe Illustrator and Omni Page Pro. CounterTrade trained users on Canon scanners and arranged Adobe training at Minot AFB and Barksdale AFB.

Classified AFB routes and sortie maps were digitized to minimize paper edits made by the navigation team and Quality Control. During team editing sessions, small mistakes became glaring on 50-inch LCD monitors. This decreased the need for numerous paper edits. Besides saving time, the team also saved paper.

**Program Name:** USAF Air Refueling System Application Documentation Project

**Agency:** USAF

**Award Amount:** \$258,832.00

**Contract Type:** Firm Fixed Price, Labor Hour

**Contract Description and Scope:** The objective of this project was to provide an initial pilot of the Air Refueling Application for evaluation at three Air Mobility Command (AMC) locations: Scott Air Force Base (AFB), IL; MacDill AFB, FL; and Grand Forks AFB, ND.

- AMC needed the application because the manual processes for collecting air-refueling information about customers and services rendered resulted in billing errors and omissions, which delayed reimbursements.
- AMC and CounterTrade established initial requirements through an Architecture Design Session (ADS) and proof-of-concept work at the Microsoft Technology Center (MTC) in Boston, MA. CounterTrade expected that requirements would be refined through this pilot effort, and possible additional requirements be revealed and progressively documented.

**Program Name:** Department of Defense, Office of the Inspector General (DODIG)

**Agency:** Department of Defense

**Award Amount:** \$633,916.00

**Contract Type:** Firm Fixed, Labor, Expenses, & Equipment

Telecommunications and Network Division

Department of Defense, Office of the Inspector General

**Contract Description and Scope:** The Department of Defense, Inspector General (DODIG) promotes national security, integrity, and credibility in Government, through audits, investigations, evaluations, and other activities to prevent, detect and help correct problems in DOD programs. (DODIG) contracted with CounterTrade Products, Inc. for a complex network design and development contract for the design and development of a secure VPN Wide Area Network. CounterTrade provided both sophisticated hardware and certified professional engineers to design and deploy the system to 50 field offices located within the continental United States.

**Program Name:** Naval Computer and Telecommunications Area Master Station (NCTAMS), Detachment New Orleans (LANT DET NOLA) New Orleans, Louisiana Metropolitan Area Network (NOLA-MAN)

**Agency:** Department of the Navy Activity

**Award Amount:** \$1,047,104.40

**Contract Type:** Firm Fixed Price, Labor and Other Direct Costs.

**Contract Description and Scope:** The Naval Computer and Telecommunications Area Master Station (NCTAMS) contracted with CounterTrade for all activities related to the planning, design, implementation, integration, documentation, upgrade, and maintenance of the area Base Area Networks (BANs) and the

New Orleans, Louisiana Metropolitan Area Network (NOLA-MAN). This also included the responsibility of provisioning of all telecommunications circuits, both analog and digital.

- The contract included networking, internet working, telecommunications engineering, and administration, including MS Windows-based LAN integration and administration, and operation and administration of all base telecommunication switches.
- CounterTrade maintained a 24-hour a day and 7-day a week dispatching office that functioned as the local Navy's single point-of-contact for all operational issues relating to the mission and function of the BCO. These functions included all activities in support of BAN (Base Area Network), MAN (Metropolitan Area Network), and the LAN of NCTAMS LANT DET NOLA.
- CounterTrade also designed, installed, tested, diagnosed, documented, upgraded, and maintained a wide variety of networking and internetworking facilities to include (but not limited to) routers, bridges, switches, routers, gateways, servers, line drivers, modems, network management stations, hubs, CSU/DSUs, NICs, and concentrators.