



## **Fiscal Year 2010 Top Small Business Contractors**

### **Large Corporations Listed in FY 2010 Small Business Data**

<b>Lockheed Martin</b>	<b>Oshkosh Corporation</b>
<b>Raytheon</b>	<b>ManTech International Corp.</b>
<b>Textron Inc.</b>	<b>Starwood Hotels and Resorts</b>
<b>L-3 Communications</b>	<b>Rolls-Royce</b>
<b>British Aerospace (BAE)</b>	<b>Dell Computers</b>
<b>Northrop Grumman</b>	<b>Corporate Express</b>
<b>General Electric</b>	<b>Office Depot</b>
<b>Thales</b>	<b>Xerox</b>
<b>General Dynamics</b>	<b>Science Applications International Corp. (SAIC)</b>
<b>3M Company</b>	<b>Harris Corporation</b>
<b>Hewlett-Packard</b>	<b>Honeywell International Inc.</b>
<b>AT&amp;T</b>	<b>Motorola</b>
<b>John Deere</b>	<b>PriceWaterhouseCoopers LLP</b>
<b>Bell Helicopter Textron, Inc.</b>	<b>Computer Sciences Corp. (CSC)</b>
<b>Rockwell Collins</b>	

*\* Please note: This does not represent the full spectrum of large, household names found within the government's 2010 small business contracting data.*

60 of the Top 100 are large firms with 2 firms as anomalies = 62%

Dollar Total of Top 100 = \$14,124,292,530.00

Dollar Total of 61 Large Firms and 2 anomaly firms = \$8,720,484,579.00

Percent of Dollar Total to Large Firms = 61.7%

8 of the Top 10 are large firms = 80%

Dollar total of Top 10 = \$6,166,412,994.00

Dollar total of 8 Large firms = \$5,124,053,216.00

Percent of dollars in Top 10 going to large firms = 83.09%

**Analysis of large recipients of federal small business contracts by rank:**

#1 – Atlantic Diving Supply, Inc., DUNS 027079776, a firm with 300 employees and \$350 million in annual revenue. Has received contracts under NAICS codes, 423850 and 423910, which have a small business size standard of 100 employees or less. This company falls into a category of both large and small, depending on NAICS code of the contract award. (\$1,011,870,081.00)

#2 – Sensor Technologies, DUNS 845451228, a subsidiary of ManTech International Corporation, a large publicly traded firm with 8500 employees and more than \$1.8 billion in annual revenue. (\$768,740,824.00)

#3 – Seta Corporation, DUNS 175320761, is actually listed as Apptis (McClellan) Inc., DUNS 175320761 – a large company with over 1,500 employees and \$699 million in annual revenue. Subsidiary of Apptis, Inc., DUNS 175320761. (\$714,385,876.00)

#4 – Aegis Mission Essential Personnel LLC, DUNS 142423990 – a firm with over 1900 employees and more than \$350 million in annual revenue. Has been awarded small business set-aside contracts by claiming to have 120 employees and \$5 million in annual revenue, according to FPDS-NG. (\$643,674,649.00)

#5 – Precious A-Mark Metals Inc, DUNS 053859500, a firm with 106 employees. Subsidiary of Spectrum Group International, Inc., DUNS 806666475, a publicly traded firm with 143 employees. Awarded contracts under NAICS code 423940, which has a small business size standard of 100 employees. This company is also not listed in ORCA. (\$577,968,329.00)

#7 – Sierra Nevada Corporation, DUNS 094373495, a large company with over 1900 employees and more than \$720 million in annual revenue. (\$523,274,008.00)

#8 - VSE Corporation, DUNS 049997380, a large publicly-traded company with over 2500 employees and \$1.04 billion in annual revenue. (\$483,996,824.00)

#10 – Lakeshore Engineering Services, DUNS 838767960, firm has over 650 employees with more than \$40 million in annual revenue. CCR profile shows they are not a small business under any NAICS code for which they are registered. According to ORCA, the company is a small business under NAICS 541519, as a technology value added reseller, with a size standard of 150 employees, and NAICS 562910 with a small business size standard of 500 employees or less. Company has also been awarded 8(a) set-aside contracts from the Air Force and HUBZone set-aside contracts from the Army. (\$400,142,625.00)

#11 – World Wide Technology, DUNS 614948396 – a firm with 1135 employees and more than \$1.8 billion in annual revenue. Subsidiary of World Wide Technology Holding Co., Inc, DUNS 131784451, with over 1000 employees. Receiving contracts under NAICS codes 334119, which has a small business size standard of 1000 employees, 541519 with a small business size

standard of \$25 million in annual revenue, and 423430 with a small business size standard of 100 employees. (\$277,773,594.00)

#12 – Immixtechnology, DUNS 098692374, a firm with approximately 159 employees and over \$38 million in annual revenue. The majority of contracts across various agencies fall under NAICS codes 541519 and 541512 with a small business size standard of \$25 million in annual revenue or under NAICS 423430 with a small business size standard of 100 employees for which they are certified as a small business in ORCA. (\$277,179,439.00)

#14 – Miscellaneous Foreign Contractors, DUNS 123456787, a generic DUNS number and category with no specific information on which companies are being awarded contracts under this heading. (\$269,510,914.00)

#15 – Eyak Technology, LLC., DUNS 112710947, ANC with over 230 employees and more than \$300 million in annual revenue. Subsidiary of Eyak Corporation, DUNS 006019640, also an ANC with over 500 employees and more than \$250 million in annual revenue. Also was suspended from contracting in November 2010 for being used as a passthrough for GTSI. (\$268,789,946.00)

#16 – Niche, Inc., DUNS 120674106, a firm with approximately 210 employees and \$7.8 million in annual revenue. According to FPDS-NG data show this firm was awarded over \$259 million from the Army and Defense Logistics Agency, however, most of the records for these contracts do not exist in FPDS-NG. USASpending.gov data shows that this firm received \$0 for FY 2010. (\$259,016,362.00)\*\*

#17 – NCI Information Systems Inc., DUNS 620864504, a large publicly traded company with over 2700 employees and more than \$380 million in annual revenue. Subsidiary of NCI Inc., DUNS 195313866. (\$234,996,208.00)

#18 – Telos Corporation, DUNS 056280621 – a large publicly traded firm with over 640 employees and more than \$95 million in annual revenue. (\$233,063,859.00)

#19 – Energy Enterprise Solutions LLC, DUNS 170309582, a firm with over 570 employees and \$130 million in annual revenue. Registered under only one NAICS code 517911 (Telecommunications Resellers, which has a small business size standard of 1500 employees or less). Receiving contracts under NAICS code 541519 and 541513, which have a small business size standard of \$25 million in annual revenue. The contracts being awarded are task orders for IT support services, not telecommunications. The firm is only certified as a small business under NAICS 517911 in ORCA. (\$230,353,247.00)

#22 – Small Business Consolidated Reporting, DUNS 136721201, a generic DUNS number and category with no specific information on which companies are being awarded contracts under this heading. (\$214,405,214.00)

#23 – Carahsoft Technology Corporation, DUNS 088365767 – a firm with 150 employees and \$150 million in annual revenue. Receiving majority of contracts under NAICS code 511210,

561611 or 443120, which has a small business size standard of \$25 million, \$12.5 million and \$9 million in annual revenue respectively. (\$210,247,403.00)

#26 – Phylway Construction, LLC, DUNS 809134609, a firm with 150 employees and approximately \$28 million in annual revenue. Data anomalies, FPDS data has discrepancies between award and obligations, including missing contract data. USASpending.gov shows this firm was awarded \$0 on two contracts from the Army for FY 2010. (\$197,751,670.00)\*\*

#27 – Todd Pacific Shipyards Corporation, DUNS 086417136, a firm with 645 employees and approximately \$159 million in annual revenue. Subsidiary of Todd Shipyards Corporation, DUNS 001288828, a large publicly traded firm with 800 employees. (\$196,064,466.00)

#29 – Amtec Corporation, DUNS 884356429, a firm with 950 employees and more than \$130 million in annual revenue. Subsidiary of National Presto Industries, Inc., DUNS 006196174, a large publicly-traded firm with more than 1050 employees. (\$186,963,965.00)

#31 – Gyrocam Systems LLC, DUNS 135776545, a firm with approximately 4000 employees and \$200 million in annual revenue. Subsidiary or part of Lockheed Martin, DUNS 834951691, a large publicly traded firm with approximately 140,000 employees and \$45 billion in annual revenue. (\$175,633,739.00)

#32 – GPC Consolidated Reporting, DUNS 136721250, a generic DUNS number and category with no specific information on which companies are being awarded contracts under this heading. (\$175,182,855.00)

#33 – AeroVironment Inc., DUNS 058024456, a large publicly-traded firm with over 730 employees and over \$230 million in annual revenue. (\$175,142,764.00)

#34 – Chenega Technology Services Corporation (CTSC), DUNS 048418730, ANC with over 700 employees and more than \$150 million in annual revenue. Subsidiary of Chenega Cooperation, DUNS 622692994, with over 4,500 employees and more than \$890 million in annual revenue. (\$171,571,279.00)

#35 – Force Protection Services Inc., DUNS 003268989, a publicly traded firm with over 1280 employees and more than \$400 million in annual revenue. Received small business contracts through the Army under NIACS 336992, which has a small business size standard of 1000 employees. (\$170,958,209.00)

#36 – American Science and Engineering Inc., DUNS 001767763, a publicly traded firm with 400 employees and more than \$164 million in annual revenue. (\$112,208,813.00)

#37 - TKC Integration Services, LLC, DUNS 141089040 – an ANC with over 100 employees and more than \$98 million in annual revenue. Subsidiary of Nana Regional Corporation, DUNS 079253761, and ANC with over 3600 employees and more than \$200 million in annual revenue. Nana owns over 30 separate ANC firms. (Side note: possible pass-through company) (\$163,978,907.00)

#39 – TYBRIN Corporation, DUNS 037305646 – large business with over 11000 employees and \$200 million in annual revenue. Subsidiary of Jacobs Engineering Group, DUNS 074103508, a large publicly traded firm with over 38,000 employees and \$1.8 billion in annual revenue. (\$157,125,772.00)

#41 – Datapath, Inc., DUNS 015570583, a subsidiary of Rockwell Collins Inc., DUNS 962960589, a large publicly traded firm with over 20,000 employees and more than \$4.3 billion in annual revenue. (\$151,717,459.00)

#44 – Intelligent Software Solutions, DUNS 963519939, a firm with 460 employees and approximately \$60 million in annual revenue. The only small business NAICS code the firm is certified under is 541712, which has a small business size standard of 500 employees, and is for Research and Development in the Physical, Engineering, and Life Sciences (except Biotechnology). The contracts awarded from the Air Force are all under NAICS 541712, when the contracts are IT centered which would be awarded under a different NAICS code for which this company would not be small. (\$148,358,208.00)

#45 – Chugach World Services, Inc., DUNS 800205952 – an ANC with over 875 employees. Subsidiary of Chugach Alaska Corporation, DUNS 071844021, also an ANC with over 5,800 employees and more than \$419 million in annual revenue. (\$147,354,135.00)

#46 – CCI Group, LLC., DUNS 780078379, an ANC with approximately 74 employees and \$54 million in annual revenue. Subsidiary of Bristol Bay Native Corporation, a large ANC firm with over 1000 employees and \$1.2 billion in annual revenue. (\$86,352,587.00)

#50 – The Presidio Corporation (Presidio Networked Solutions, Inc.), DUNS 154050959 – a firm with over 940 employees and \$600 million in annual revenue. Subsidiary of Presidio, Inc., DUNS 799064451, a firm with over 1100 employees and more than \$900 million in annual revenue. No NAICS codes list on some contracts. Contracts with NAICS codes are under 443120, which has a small business size standard of \$9 million in annual revenue, NAICS 334611, which has a small business size standard of 500 employees or less, or NAICS 541519, with a \$25 million annual revenue size standard. (\$137,375,812.00)

#52 – ASRC Aerospace Corp., DUNS 004435470 – ANC with over 1,000 employees and an annual revenue of more that \$127 million. Subsidiary of Arctic Slope Regional Company, DUNS 076637073, an ANC with over 10,000 employees and \$974 million in annual revenue. (\$137,067,196.00)

#53 – Arrowhead Global Solutions Inc., DUNS 627785884, is CapRock Government Solutions Inc., a firm with over 670 employees and more than \$240 million in annual revenue. CapRock is now a wholly owned subsidiary of Harris Corporation, DUNS 004203337, a large publicly traded firm with over 15000 employees and more than \$5 billion in annual revenue. (\$136,151,969.00)

#54 – Chugach Government Services Incorporated, DUNS 556637366 – ANC with over 1140 employees and more than \$168 million in annual revenue. Subsidiary of Chugach Alaska Corporation, DUNS 071844021, also an ANC with over 5,800 employees and more than \$419 million in annual revenue. (\$134,011,706.00)

#57 – Alutiiq 3SG LLC, DUNS 606726599, an ANC with approximately 8 employees and \$271 million in annual revenue. Subsidiary of Afognak Native Corporation, DUNS 052089695, also an ANC that is a parent company to at least 31 other ANC companies. Afognak has approximately 4450 employees. (Side note: possible pass-through company) (\$130,596,621.00)

#58 – Red River Computer Company, DUNS 933678708, a firm approximately 80 employees and \$115 million in annual revenue. Most contracts awarded under NAICS codes for which the company would not be small, such as 443120, which has a \$9 million annual revenue small business size standard or 541519 with a \$25 million annual revenue size standard. (\$129,918,081.00)

#59 – Alutiiq International Solutions, Inc., DUNS 168378912, ANC with over 1030 employees and more than \$241 million in annual revenue. . Subsidiary of Afognak Native Corporation, DUNS 052089695, also an ANC that is a parent company to at least 31 other ANC companies. Afognak has approximately 4450 employees. (\$129,495,928.00)

#60 – ASRC Management Services, Inc., DUNS 121368299, an ANC firm with 1083 employees and more than \$121 million in annual revenue. Subsidiary of Arctic Slope Regional Company, DUNS 076637073, an ANC with over 10,000 employees and \$974 million in annual revenue. (\$126,367,688.00)

#61 – GTSI Corporation, DUNS 107939357 – a large publicly traded firm with over 675 employees and an annual revenue of over \$746 million. Operating under primary NAICS code of 423430 which has a small business size standard of 100 employees or less. Recently suspended and under investigation by the SBA for defrauding the government by passing itself off as a small business. (\$125,430,918.00)

#63 – Chenega Federal Systems, LLC., DUNS 194506395, an ANC with over 500 employees and more than \$134 million in annual revenue. Subsidiary of Chenega Corporation, DUNS 622692994, with over 4,500 employees and more than \$890 million in annual revenue. (\$122,573,363.00)

#66 – DRS Technical Services Inc, DUNS 017979027, a large company with over 1500 employees and more that \$650 million in annual revenue. DRS Technical Services is a subsidiary of Finmeccania SpA, DUNS 428869465, a large publicly traded firm based out of Italy with over 73000 employees and more than \$1 billion in annual revenue. (\$119,480,932.00)

#67 – Ballistic Recovery Systems Inc., DUNS 036297273, a publicly traded firm with approximately 300 employees and \$10 million in annual revenue. For FY 2010, Defense Logistics Agency (DLA) is claiming over \$111 million in contracts, but most of this data is missing from FPDS-NG and not shown on USASpending.gov. (\$119,100,836.00)

#68 – Buccaneer Computer Systems & Service Inc., DUNS 125364740, a firm with approximately 5000 employees and \$700 million in annual revenue. Subsidiary of Vangent Inc., DUNS 189148174, a large company with over 8700 employees, which is a subsidiary of The Veritas Capital Fund II LP, DUNS 160610809, also a large firm with over 8700 employees. Buccaneer Computer is an SBA certified small disadvantaged business (SDB). (\$117,806,296.00)

#69 – Intelligent Decisions Inc., DUNS 618563720, a firm with approximately 300 employees and more than \$300 million in annual revenue. According to the companies website, they are an IT hardware/software systems integrator. Receiving contracts under NAICS codes for which they are not small, such as 541519, which has a small business size standard of \$25 million in annual revenue, or under NAICS codes for which the product/service being provided does not match, such as 334111, which carries a small business size standard of 1000 employees or less, for reselling computer equipment that would fall under a NAICS code which carries a 100 or 150 employee size standard. (\$117,540,741.00)

#70 – Bowhead Science and Technology LLC, DUNS 625149930, an ANC firm with approximately 330 employees and \$13 million in annual revenue. Subsidiary of Ukpeagvik Inupiat Corporation, DUNS 079253902, a large ANC firm with approximately 1750 employees. (\$115,408,794.00)

#71 – TeleCommunication Systems Inc., DUNS 196970503, a large publicly traded firm with over 1200 employees and more than \$141 million in annual revenue. Being awarded contracts under NAICS code 334220 which has a small business size standard of 750 employees from the Army. (\$113,708,017.00)

#72 – Femme Comp Incorporated, DUNS 148087661, a firm with approximately 300 employees and \$43 million in annual revenue. According to the firms website and primary industry codes, they are Information Technology, and “Our business is focused on providing innovative and high quality SETA (System Engineering and Technical Assistance) services and solutions to DoD and other Federal Government clients” (<http://www.femmecomp.com/tiki-index.php>). However, the only NAICS code for which they certified as small is 541712, for Research and Development in the Physical, Engineering, and Life Sciences (except Biotechnology), and this is code they are being awarded small business set-aside contracts for providing IT services, which is a different NAICS code. Other contracts awarded under NAICS code 541214 for Payroll Services, which has an \$8.5 million small business size standard. (\$113,307,432.00)

#75 – Centech Group Inc., DUNS 191341627 – a firm with over 400 employees and more than \$145 million in annual revenue. Receiving contracts under NAICS code 541519, which has a small business size standard of \$25 million in annual revenue. (\$108,879,449.00)

#80 – STG, Inc., DUNS 780414652, a large firm with over 1300 employees and more than \$220 million in annual revenue. Receiving small business contracts under NAICS code 517110 for Wired Telecommunications Carriers, although according to their website and the

products/services being contracted for at IT related, which would fall under other NAICS codes for which they would not be small. (\$104,591,323.00)

#81 – SGT, Inc., DUNS 878901396, large company with over 1500 employees and over \$290 million in annual revenue. Not registered or certified as a small business under any NAICS code. (\$103,889,814.00)

#83 – Multimax Incorporated, DUNS 602938771, a firm with approximately 3000 employees and more than \$975 million in annual revenue. Subsidiary of Harris Corporation, DUNS 004203337, a large publicly traded firm with over 16,000 employees and more that \$1.8 billion in annual revenue. (\$102,794,054.00)

#86 – ASRC Research and Technology Solutions, LLC, DUNS 615335937, an ANC with approximately 560 employees. Subsidiary of Arctic Slope Regional Company, DUNS 076637073, an ANC with over 10,000 employees and \$974 million in annual revenue. (\$99,144,308.00)

#87 – Softmart Government Services, DUNS 073366119, more than 200 employees and \$350 million in annual revenue. Subsidiary of Softmart, Inc., DUNS 050383223, more than 200 employees. Only NAICS code listed under, 423430, has a size standard of 100 employees or less. Received contracts under NAICS 511210, which has a small business size standard of \$25 million in annual revenue. (\$98,606,608.00)

#92 – Government Acquisitions Inc., DUNS 603814054 – a firm with 45 employees and \$179 million in annual revenue. Receiving contracts under NAICS code 541511, which has a small business size standard of \$25 million in annual revenue. Awarded contracts under NAICS codes 334111 and 334119, which are for computer manufacturing, however, according to most contracts and the firms website, they are computer hardware/software resellers. (\$96,828,711.00)

#96 – Severson Environmental Services, DUNS 083535773, a firm with approximately 600 employees and more than \$250 million in annual revenue. Contracts received under NAICS code 652910, which has a small business size standard of \$14 million in annual revenue. Firm is not certified or registered under any NAICS code. (\$95,862,365.00)

#97 – Force 3 Incorporated, DUNS 556054591, a firm with approximately 300 employees and more than \$280 million in annual revenue. The firm receives the bulk of their small business contracts under NAICS code under 334111 for Electronic Computer Manufacturing, which as a small business size standard of 1000 employees. These contracts are for supplying Cisco products, which would fall under a computer reseller size standard of 100 employees or 150 employees for which this firm would not be a small business. Some of the contracts were awarded as small business set-asides, including 8(a) set-asides for which the firm is not a certified 8(a) firm. (\$95,381,132.00)

#98 – Mapco Inc., DUNS 807474044, a firm with approximately 150 employees and \$25 million in annual revenue. The firm is not certified as a small business under any NAICS codes for

which it is registered and has been awarded numerous HUBZone contracts and the firm is not a certified HUBZone firm. (\$94,975,017.00)

#99 – COLSA Corporation, DUNS 102067378, a firm with approximately 900 employees and more that \$140 million in annual revenue. Receiving contracts under NAICS 333319 which as a small business size standard of 500 employees or less, and 541512 which has a small business size standard of \$25 million in annual revenue. The majority of contracts are under NAICS 541712 or 541710, for which COLSA holds a manufacturer exemption of 1000 employees or less size standard. However, it appears that contracts are being awarded under this NAICS code that do not qualify as manufacturing, and appear to be more IT related. (\$94,653,043.00)

#100 – Chugach Industries Inc., DUNS 142120745, an ANC with over 875 employees. Subsidiary of Chugach Alaska Corporation, DUNS 071844021, also an ANC with over 5,800 employees and more than \$419 million in annual revenue. (\$93,934,163.00)

\*\*These firms stand as anomalous entries. The reason being that the contracting data does not match up across multiple databases, calling into question the dollar amounts that were actually awarded to these firms. The ASBL suspects the government may have falsely inflated the award amounts in order to inflate the dollar totals to make it appear the government is conducting more business with small firms than it actually is. The ASBL believes that these award dollars were awarded improperly and thus did not actually go to legitimate small businesses, even though they were counted towards the government's 23 percent small business goal and on the SBA's FY 2010 scorecard. This is why the dollar amounts were included in the total as not having gone to small businesses.