

Small Business Development Center at UCF



Test Equipment Connection

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Tony Colatruglio
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Over \$130,000 in 3 months; that is the amount of business that Test Equipment Connection Corporation (TEC) received during the first quarter of 2009 after they were awarded their first GSA contract. TEC is a single source test and measurement equipment company that offers new, used, and refurbished test equipment products. These products include high quality spectrum analyzers, oscilloscopes, network analyzers, service monitors, OTDR, and multi-meters that are offered at great savings to over 200,000 customers worldwide. Products are also available for rent or lease. TEC also has a trade-in program that allows customers to trade-in underutilized products for cash or credit towards the purchase of other test equipment.

In May of 2007, Tony Colatruglio, operations manager of TEC attended two three-hour seminars given by the Procurement Technical Assistance Center (PTAC) program of the Small Business Development Center (SBDC) at UCF; the seminars covered the GSA schedule process and bids & proposals respectively. Shortly thereafter Tony Colatruglio met with Tony Espinosa, procurement specialist at the SBDC at UCF to discuss and review their response to a GSA schedule proposal. PTAC provided guidance and assistance with several aspects of preparing a response which included identifying Special Item Number (SIN) sub-categories, price list identification and preparation, and commitment letters. "The information and assistance I received from the SBDC during the application process was instrumental in our success", remarks Tony Colatruglio.

By February 2008 the proposal was ready for a final review. Preparation of a GSA schedule is not to be taken lightly as it involves a lot of research, reading, information gathering, and multiple review. It was evident that TEC put forth a great effort to complete this process on their own. On June 1, 2008, TEC saw the fruit of their labor in the resulting award of a GSA schedule contract. Between the third quarter of 2008 and the end of the first quarter 2009 TEC received a total of \$153,238 in orders from their GSA contract. "The SBDC and Tony Espinosa were able to break down the process into easily understandable and attainable segments. Tony was available for one-on-one consultation, phone calls or emails to accommodate my schedule", comments Tony Colatruglio in an email to PTAC.

The GSA schedule program is just one of the tools available to established companies that simplify the process of selling their product or service to Federal government agencies. TEC is one of the many companies that have taken full advantage of such an opportunity.