

## B-FSS-96 ESTIMATED SALES (NOV 1997)

The "Estimated Sales" column of the Schedule of Items shows (1) a twelve-month reading of purchases in dollars or purchases in units as reported by the previous Contractor(s), or (2) estimates of the anticipated dollar volume where the item is new. The absence of a figure indicates that neither reports of previous purchases nor estimates of sales are available.

The SINS for schedule number 00CORP are listed below

SIN #	SIN Title	Total Sales in \$
100 01	Introduction of New Services -	\$0
100 03	Ancillary Supplies and/or Services -	\$6,776,089
382 1	TRANSLATION SERVICES -	\$44,130,143
382 2	INTERPRETATION SERVICES -	\$35,055,148
382 3	TRAINING AND EDUCATIONAL MATERIALS -	\$11,150,415
382 4	COMPREHENSIVE LINGUISTIC ANALYTICAL SUPPORT SERVICES (CLASS)	\$13,652,147
382 5	Services for the Visual and Hearing Impaired -	\$15,295,748
520 1	Program Financial Advisor -	\$47,041,332
520 2	Transaction Specialist -	\$34,188,420
520 3	Due Diligence & Support Services -	\$3,710,761
520 4	Debt Collection -	\$746,691,483
520 5	Loan Servicing & Asset Management -	\$55,004,108
520 6	Professional Legal Services -	\$735,679
520 7	Financial & Performance Audits -	\$274,370,184
520 8	Complementary Audit Services -	\$29,462,665
520 9	Recovery Audits -	\$35,068,288
520 10	Transportation Audits -	\$2,287,496
520 11	Accounting -	\$227,106,087
520 12	Budgeting -	\$21,107,084
520 13	Complementary Financial Management Services -	\$273,398,742
520 14	Audit & Financial Training Services	\$1,296,576
520 15	Outsourcing Recurring Commercial Activities for Financial Management Services -	\$25,713,138
520 16	Business Information Services -	\$35,882,487
520 17	Risk Assessment and Mitigation Services -	\$14,521,476
520 18	Independent Risk Analysis -	\$0
520 19	Data Breach Analysis -	\$3,038,830
520 20	Comprehensive Protection Solutions -	\$64,716
520 21	Program Management Services -	\$16,684,292
520 22	Grants Management Support Services -	\$6,475,757
541 1	Advertising Services -	\$38,025,010
541 2	Public Relations Services -	\$21,281,168
541 3	Web Based Marketing Services -	\$9,144,023
541 4A	Market Research and Analysis -	\$17,735,260
541 4B	Video / Film Production -	\$12,543,187
541 4C	Exhibit Design and Implementation Services -	\$3,201,247
541 4D	Conference, Events and Tradeshow Planning Services -	\$17,569,512
541 4E	Commercial Photography Services -	\$669,583
541 4F	Commercial Art and Graphic Design Services -	\$5,660,001
541 4G	Challenges and Competitions Services -	\$1,186,235
541 5	Integrated Marketing Services -	\$135,564,240
541 1000	Other Direct Costs (ODCs) are expenses other than labor	\$79,041,544

	hours -	
871 1	Strategic Planning for Technology Programs/Activities -	\$374,640,330
871 2	Concept Development and Requirements Analysis -	\$157,198,208
871 3	System Design, Engineering and Integration -	\$721,304,239
871 4	Test and Evaluation -	\$194,692,055
871 5	Integrated Logistics Support -	\$102,596,094
871 6	Acquisition and Life Cycle Management -	\$320,545,836
871 7	Construction Management and Engineering Consulting Services Related to Real Property -	\$118,491,653
874 1	Integrated Consulting Services -	\$2,952,316,132
874 4	Training Services:Instructor Led Training, Web Based Training and Education Courses, Course Development and Test Administration, Learning Management, Internships -	\$384,744,002
874 6	Acquisition Management Support -	\$149,967,429
874 7	Integrated Business Program Support Services -	\$728,793,115
874 8	Defense Acquisition Workforce Improvement Act (DAWIA) and Federal Acquisition Certification (FAC) Training for Acquisition Workforce Personnel:	\$4,072,151
874 9	Off-the-Shelf Training Devices and Training Materials: Print, Electronic, Audio-Visual, Multi-Media, and Simulation Training Devices	\$75,914,515
874 501	Supply and Value Chain Management -	\$230,778,997
874 503	Distribution and Transportation Logistics Services -	\$16,400,676
874 504	Deployment Logistics -	\$31,898,741
874 505	Logistics Training Services -	\$2,930,369
874 507	Operations & Maintenance Logistics Management and Support Services -	\$66,291,144
874 597	Ancillary Repair and Alterations -	\$0
899 1	Environmental Consulting Services -	\$236,574,421
899 3	Environmental Training Services -	\$12,839,861
899 5	Materials and Waste Recycling and Disposal Services -	\$8,676,465
899 7	Geographic Information Systems (GIS) Services -	\$20,373,824
899 8	Remediation and Reclamation Services -	\$39,168,044
C132 51	Information Technology Professional Services	\$95,637,793
C595 21	Agency Human Capital Strategy, Policy, and Operational Planning -	\$1,212,794
C871 202	Energy Management Planning and Strategies -	\$293,523
C871 207	Energy Audit Services -	\$19,243
C871 208	Resource Efficiency Management (REM) -	\$1,637,538
C871 211	Energy Consulting Services -	\$566,245