



IT Schedule 70 Annual Sales Report FY 2006

Compiled From the Universal Report Specifying Application (URSA)

A PUBLICATION OF **GSA's IT Acquisition Center** | WWW.GSA.GOV/ITCENTER | **FISCAL YEAR 2006** | 9/30/06

YEAR-END SUMMARY: SCHEDULE 70 SALES THE HIGHEST EVER!

Fiscal year 2006 officially ended with Total Reported Sales reaching \$17.25 billion dollars and topping FY05 (\$16.88 billion) by more than 2.0% while breaking the \$17 billion dollar mark for the first time. With a little help from the IT Special Item Numbers from the Corporate Schedule (00CORP) of roughly \$300 million and from a 41% increase in Cooperative Purchasing Reported Sales, FY2006 Schedule 70 sales super-ceded many late year estimates.

Looking at the past year, we can see that the program is coming back strong and that it is still being utilized as a viable and effective tool for many federal agencies. Around mid year, news came from Congress that GSA received approval to go ahead with their plan for the new Federal Acquisition Service (FAS). Late in the year, great news came when GSA's Inspector General (IG) and the Pentagon's Inspector General (IG) reported to Congress approval for DOD to resume IT acquisition services from GSA. This ended fears that DOD may not be allowed to contract with GSA for IT services. The One-Fund bill passed Congress and now waits the President's signature.

There is also sales evidence that State and Local Governments are realizing the benefits of the Schedule 70 program. After conducting cost comparisons, the State of Florida found Schedule 70 more cost effective for their IT procurements. Specifically, Florida has enacted legislation allowing their current software contracts to expire and has opened them up to Schedule 70.

It was a year of moves internally that stabilized GSA and put us on the path to even better things. We welcomed our new Administrator, Ms. Lurita Dorn and our new Commissioner of FAS, Mr. James Williams. Together, they bring a strategic focus to our client agencies that we are heading in the right direction and that we are going to continue to do business the right way. Their ideas and ideals are centered on ways to improve and streamline the acquisition process.

The year ended on several positive notes:

- 1) Total Reported IT Sales for Schedule 70 exceeded its target by \$250 million; up \$370 million from FY05.
- 2) Cooperative Purchasing reported sales exceeded its target by \$40 million; up \$98 million from FY05.
- 3) GSA's schedule 70 shows it is still a viable part of Federal IT acquisition and is changing to meet the customer's needs of the future whether it is meeting HSPD-12 mandates or dealing with e-authentication.

PASS IT ON! -

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For inquiries, Comments or Suggestions, please contact:
 Tel. 703-605-2700 or email us at it.center@gsa.gov

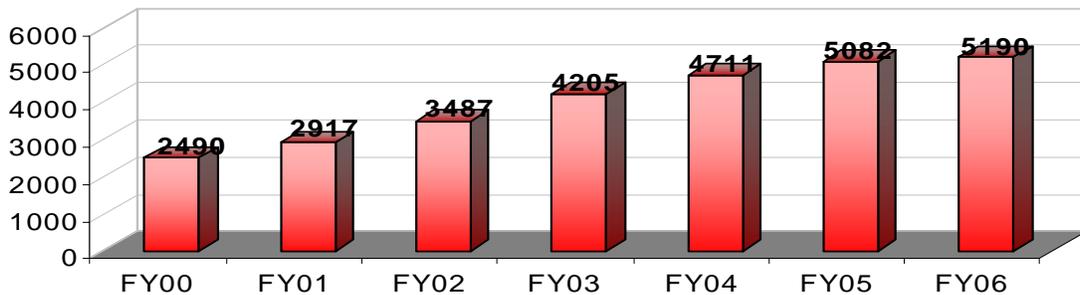
SCHEDULE 70 CONTRACT IN FOCUS



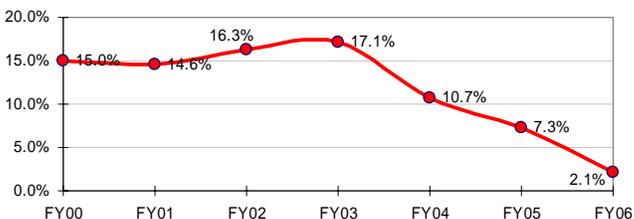
The Quick and Dirty Year-End Index:

Federal Sales (FY06):	\$16.72 Billion
Corporate (00CORP) (FY06):	\$297.42 Million
State/Local Sales(FY06):	\$239.53 Million
Target FY06 State/Local Sales:	\$200 Million
State/Local Sales(FY05):	\$141 Million
FY Change(\$):	\$98 Million ↑
% of Change:	41% ↑
Total IT Sales (FY06):	\$17.25 Billion
Target FY06 IT Sales:	\$17.0 Billion
Total IT Sales (FY05):	\$16.88 Billion
FY Change(\$):	\$370 Million ↑
% of Change:	2.14% ↑
Contracts (Year-End FY06):	5,190 (108 ↑ or 2.1% ↑)
Coop. Purchasing-Opted Contracts:	3,502 (160 ↑ or 4.6% ↑)

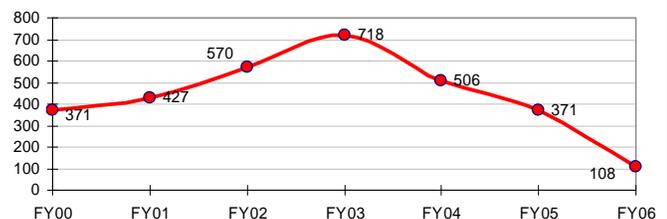
Total Number of Schedule 70 Contracts from FY04 to FY06



Rate of Increase for Total Schedule 70 Contracts from FY00 to FY06

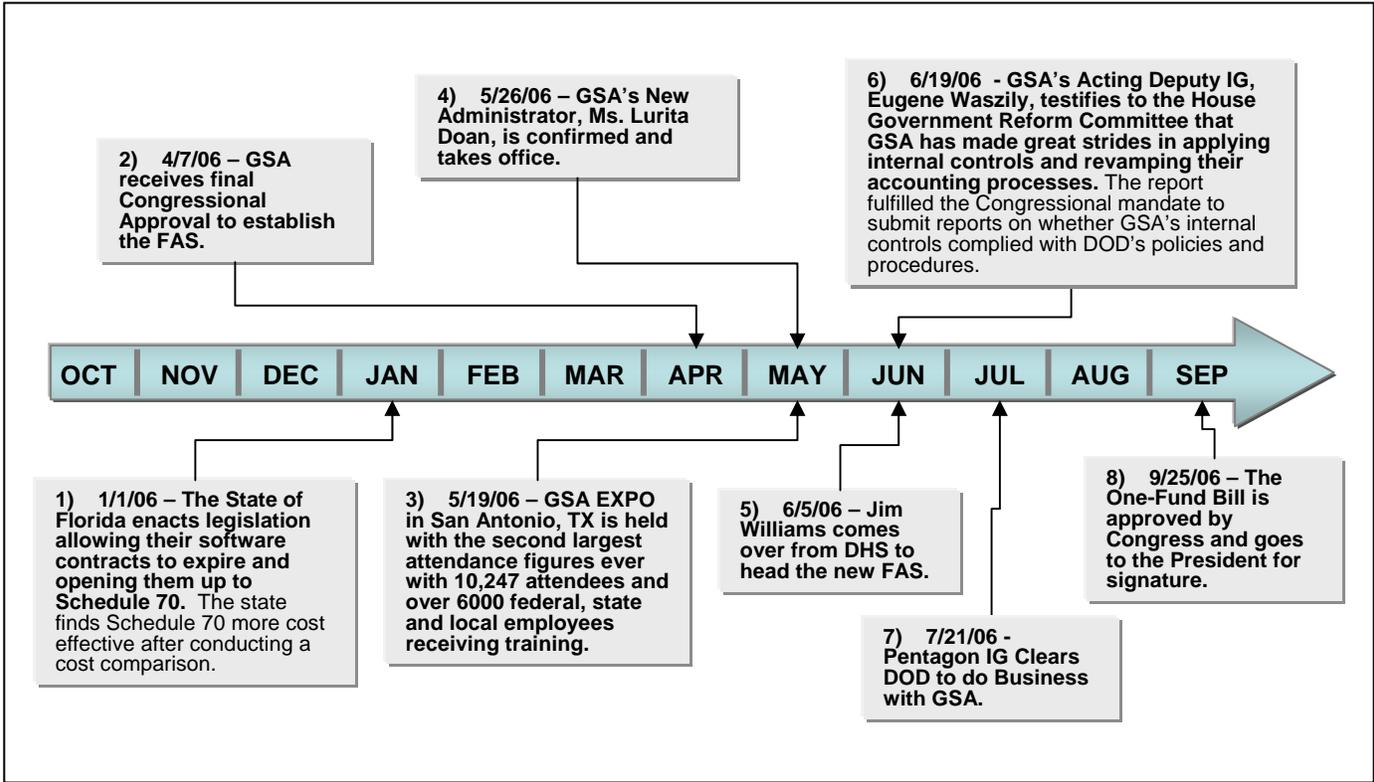


Difference of the Number of All Contracts for Schedule 70 Contracts from FY00 to FY06

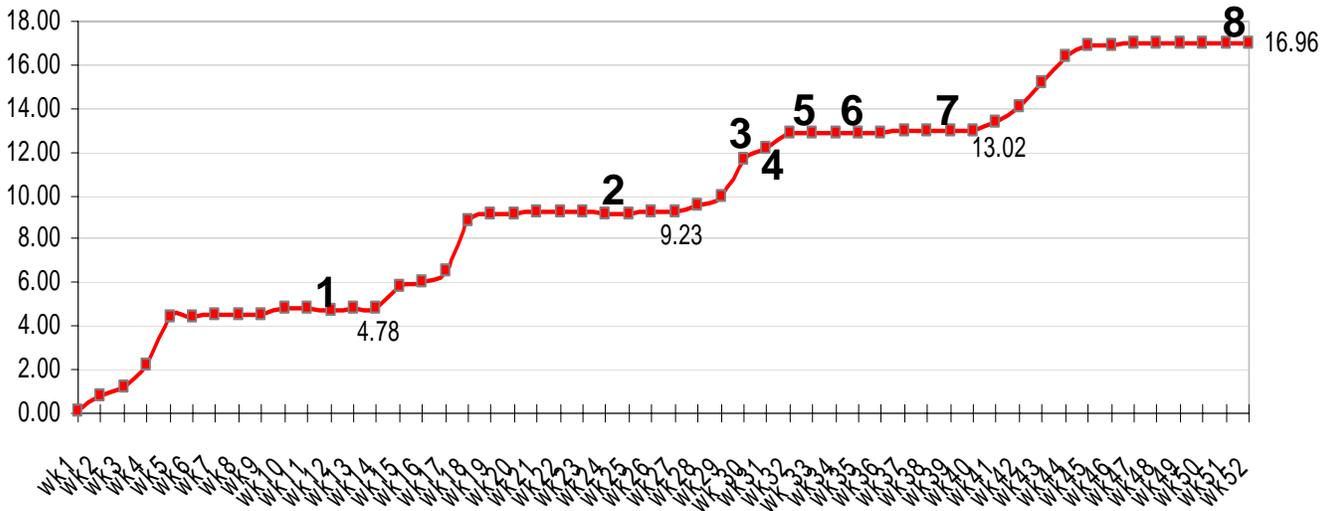


MAJOR EVENTS IN FY06:

TIMELINE OF RELATED EVENTS:



Weekly Comparison of Total IT Schedule 70 Sales and Major Events in FY06 (in Billions \$)



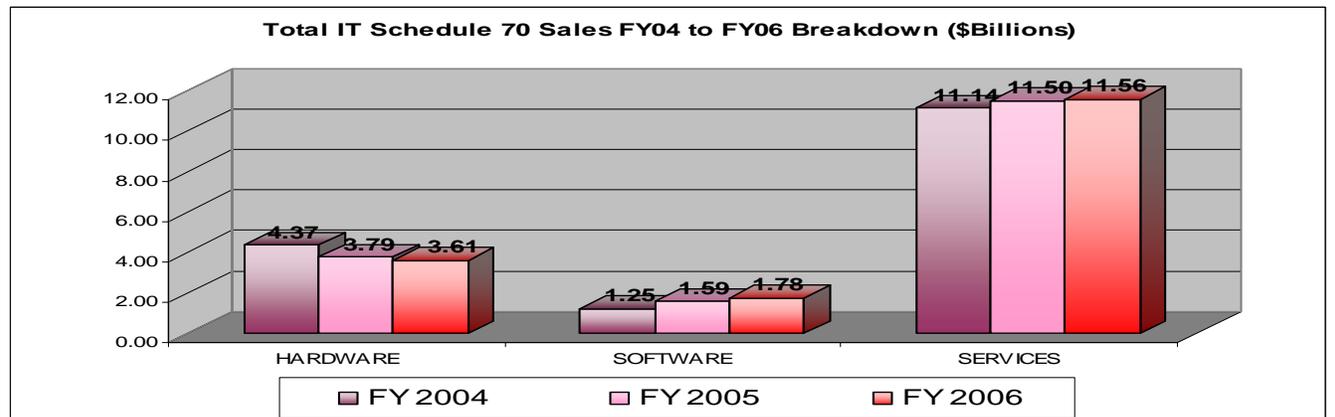
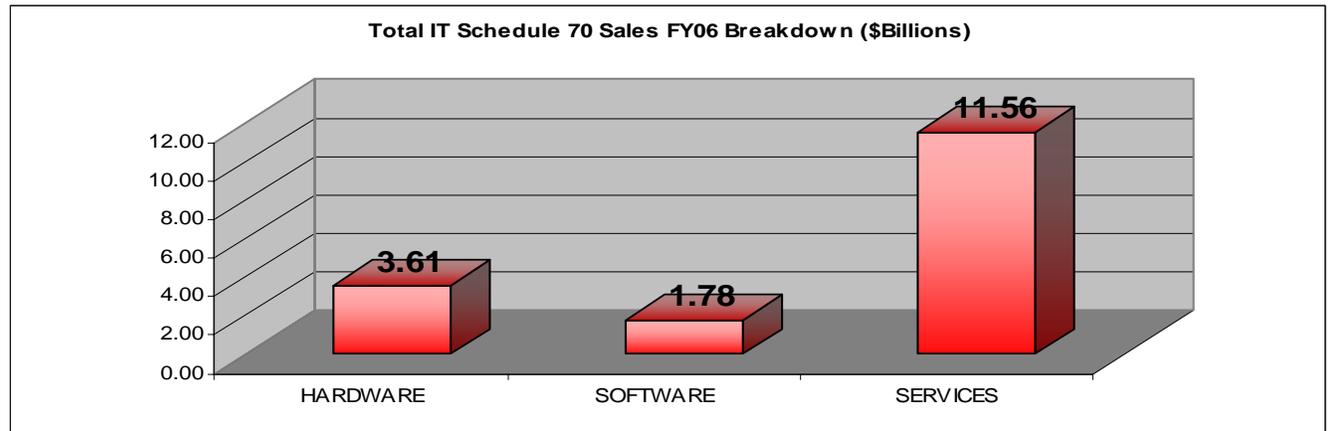
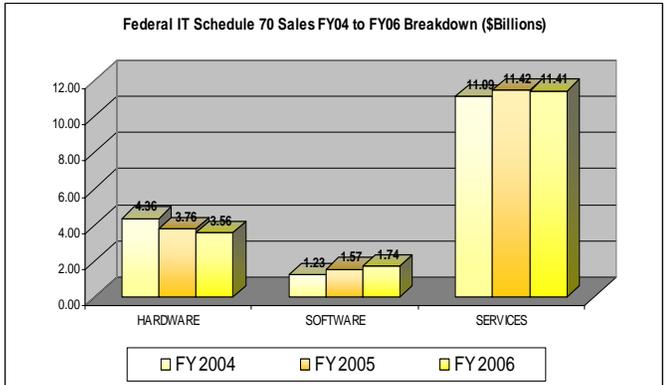
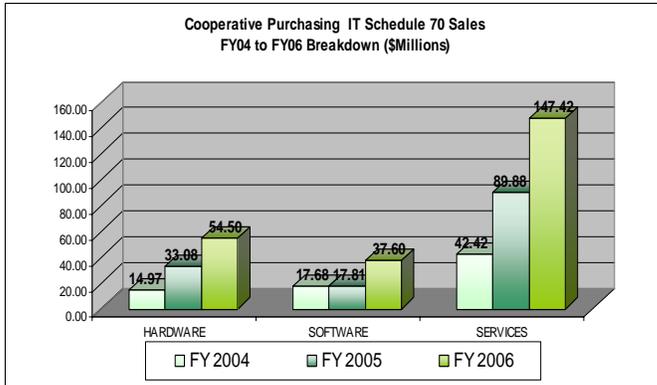
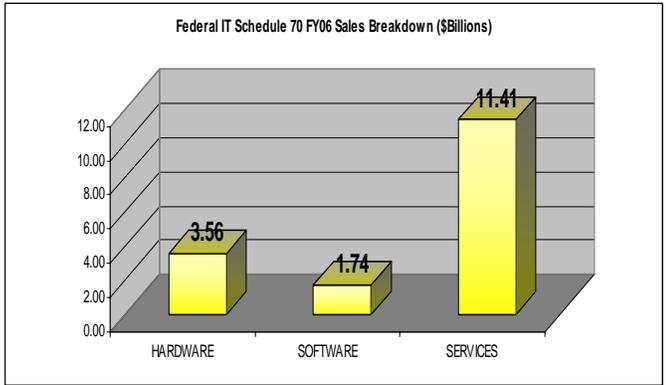
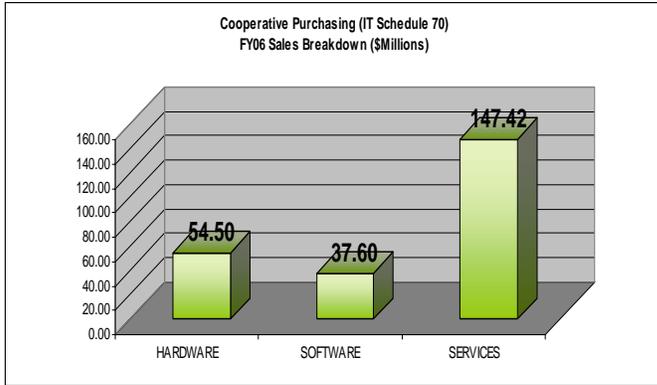
FIGURES BY SIN

TOTAL		SCHEDULE 70	
SIN		FY-06-SALES	
Hardware:			
132 3		\$86,411,375.00	
132 3STLOC		\$572,089.00	
132 4		\$499,686.00	
132 4STLOC		\$11,096.00	
132 8		\$3,471,468,265.00	
132 8STLOC		\$53,920,717.00	
		\$3,612,883,228.00	
Software:			
132 32		\$176,589,263.00	
132 32STLOC		\$2,277,548.00	
132 33		\$1,568,195,660.00	
132 33STLOC		\$35,326,341.00	
		\$1,782,388,812.00	
Services:			
132 12		\$679,468,072.00	
132 12STLOC		\$10,370,694.00	
132 34		\$835,464,860.00	
132 34STLOC		\$13,798,632.00	
132 50		\$71,941,265.00	
132 50STLOC		\$7,885,009.00	
132 51		\$9,511,945,680.00	
132 51STLOC		\$75,368,344.00	
132 52		\$146,284,595.00	
132 52STLOC		\$569,083.00	
132 53		\$169,085,156.00	
132 53STLOC		\$39,432,265.00	
132 60		\$374,286.00	
132 60STLOC		\$12,895.00	
132 61		\$0.00	
132 61STLOC		\$0.00	
132 62		\$0.00	
132 62STLOC		\$0.00	
		\$11,562,000,836.00	
ALL IT SINS- 00CORP		\$297,472,000.00	
Total:		\$17,254,744,876.00	

FEDERAL		SCHEDULE 70	
SIN		FY-06-SALES	
Hardware:			
132 3		\$86,411,375.00	
132 4		\$499,686.00	
132 8		\$3,471,468,265.00	
		\$3,558,379,326.00	
Software:			
132 32		\$176,589,263.00	
132 33		\$1,568,195,660.00	
		\$1,744,784,923.00	
Services:			
132 12		\$679,468,072.00	
132 34		\$835,464,860.00	
132 50		\$71,941,265.00	
132 51		\$9,511,945,680.00	
132 52		\$146,284,595.00	
132 53		\$169,085,156.00	
132 60		\$374,286.00	
132 61		\$0.00	
132 62		\$0.00	
		\$11,414,563,914.00	
Total:		\$16,717,728,163.00	

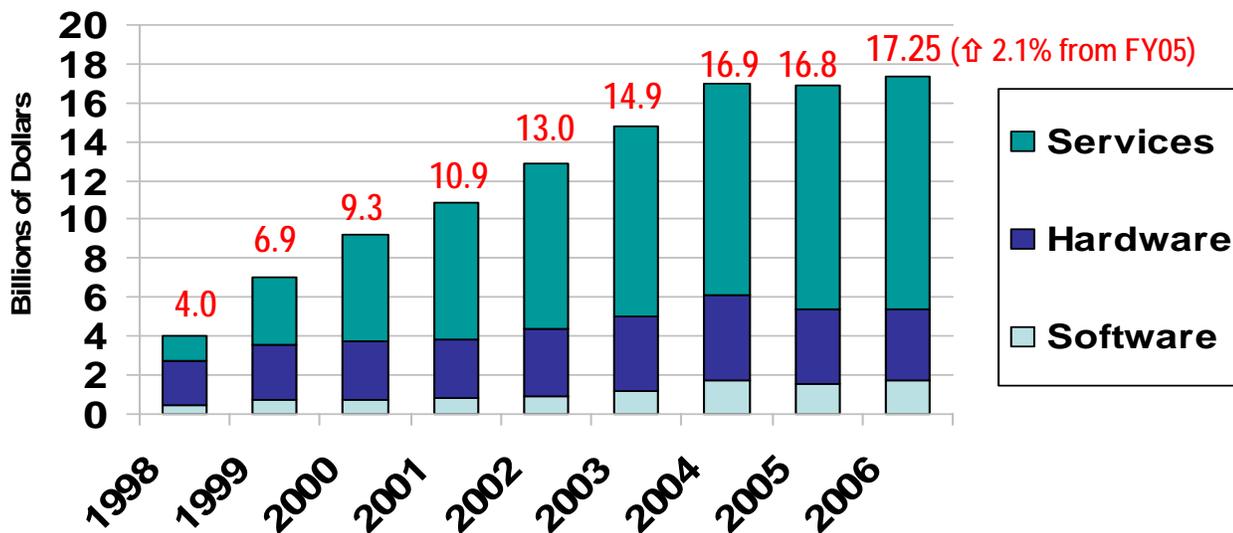
STATE & LOCAL		SCHEDULE 70	
SIN		FY-06-SALES	
Hardware:			
132 3STLOC		\$572,089.00	
132 4STLOC		\$11,096.00	
132 8STLOC		\$53,920,717.00	
		\$54,503,902.00	
Software:			
132 32STLOC		\$2,277,548.00	
132 33STLOC		\$35,326,341.00	
		\$37,603,889.00	
Services:			
132 12STLOC		\$10,370,694.00	
132 34STLOC		\$13,798,632.00	
132 50STLOC		\$7,885,009.00	
132 51STLOC		\$75,368,344.00	
132 52STLOC		\$569,083.00	
132 53STLOC		\$39,432,265.00	
132 60STLOC		\$12,895.00	
132 61STLOC		\$0.00	
132 62STLOC		\$0.00	
		\$147,424,027.00	
Total:		\$239,531,818.00	

COMMODITY COMPARISON

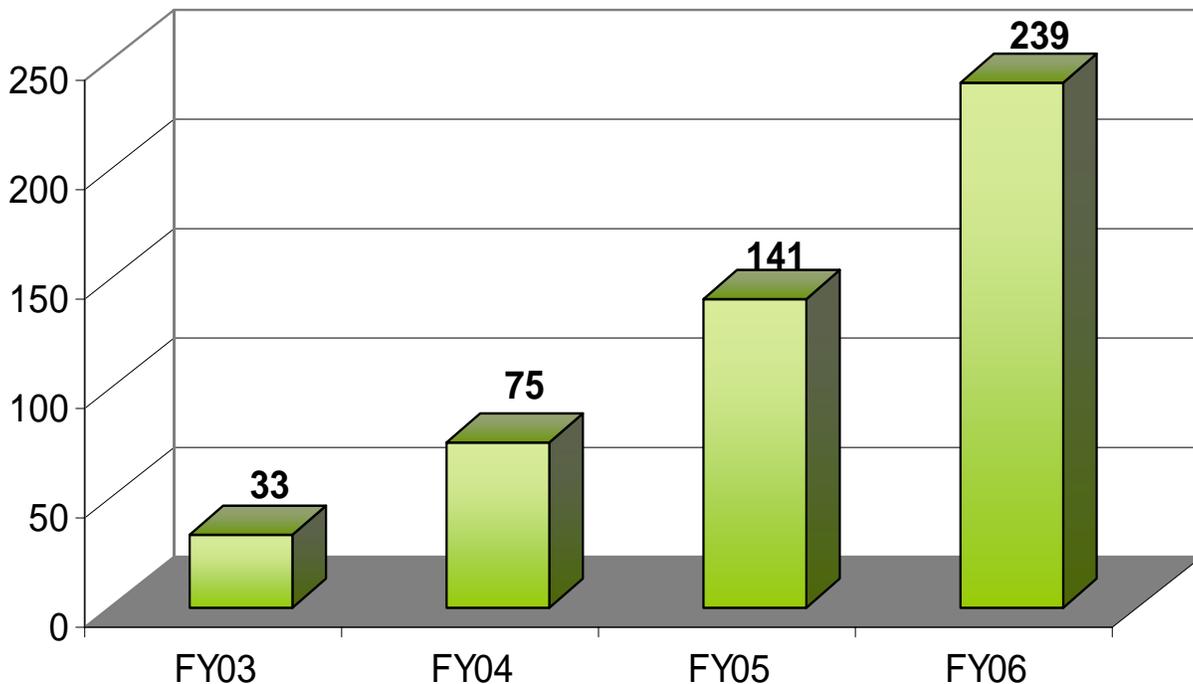


YEARLY SALES PAGE

Total Schedule 70 Sales by Fiscal Year (\$Billions)

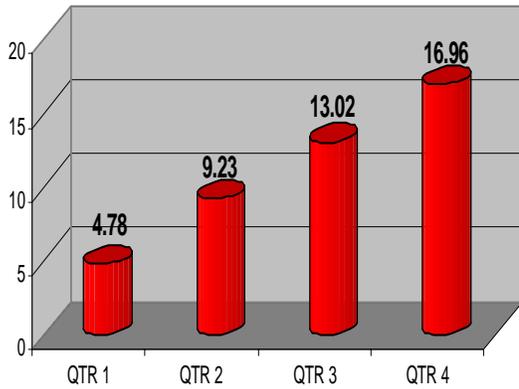


Cooperative Purchasing Sales from FY03 to FY06 (\$Millions)

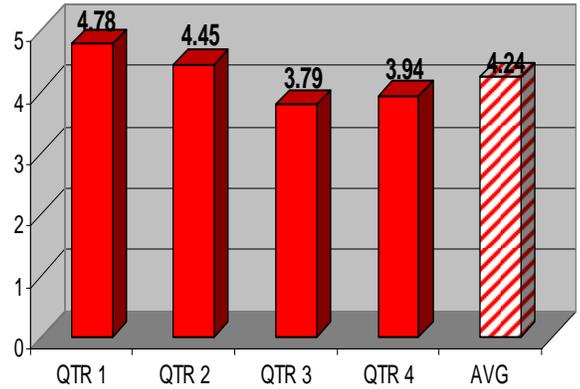


QUARTERLY SALES PAGE

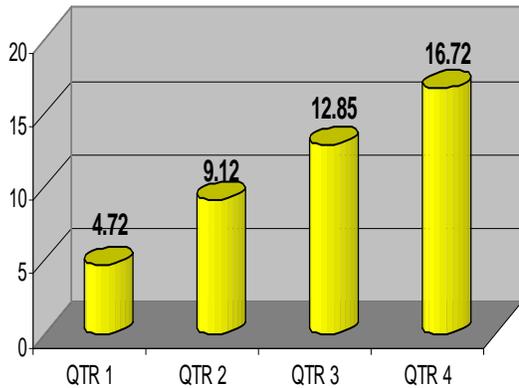
Total Schedule 70 Quarterly Sales FY06 (\$Billions)



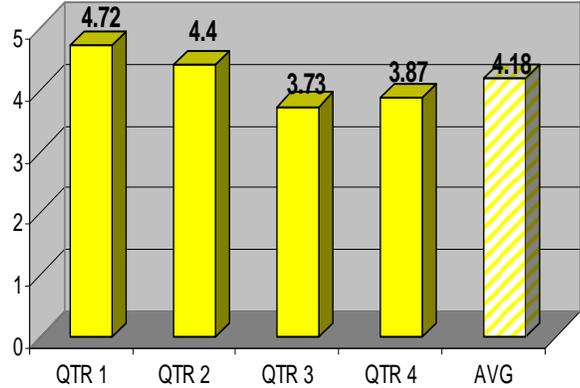
Difference in Quarterly Sales-Total Sales FY06 (\$Billions)



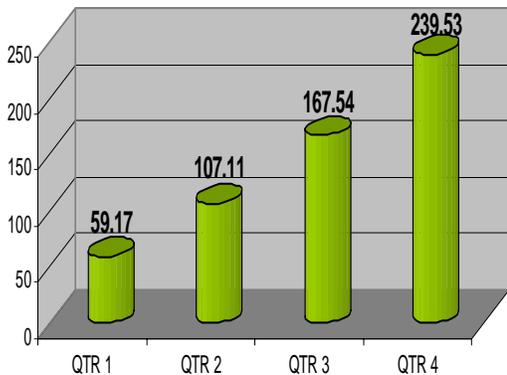
Federal Schedule 70 Quarterly Sales FY06 (\$Billions)



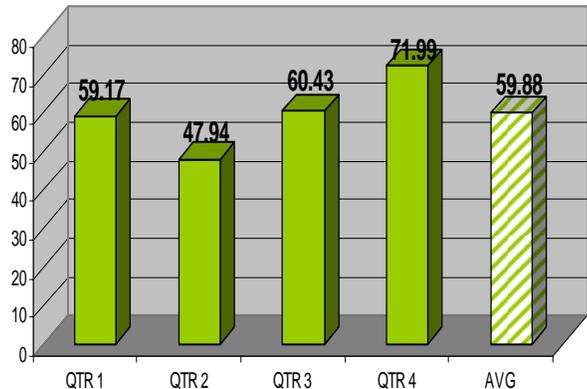
Difference in Quarterly Sales-Federal FY06 (\$Billions)



State/Local Quarterly Sales FY06 (\$Millions)

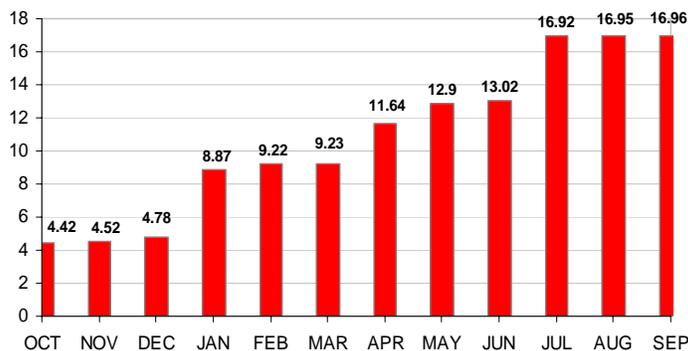


Difference in Quarterly Sales-State/Local FY06 (\$Millions)

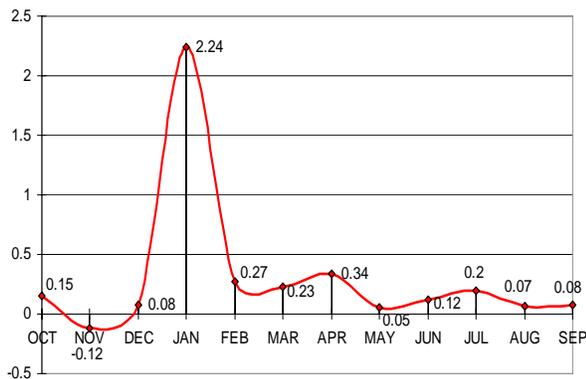


MONTHLY SALES PAGE

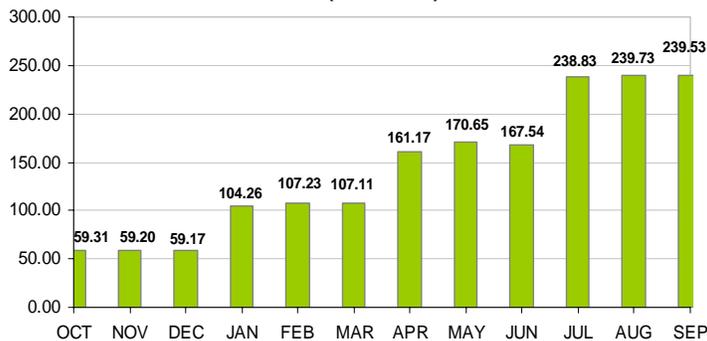
**Total Monthly IT Sales FY06
(in Billions)**



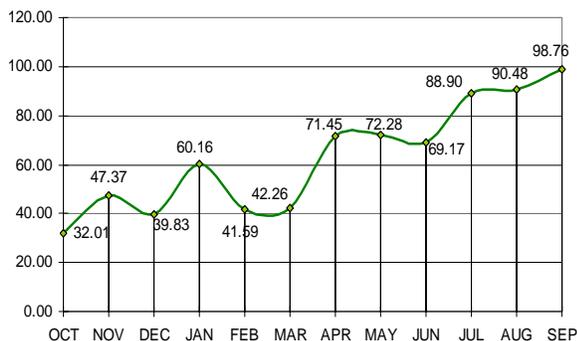
**Monthly Comparison of Difference from FY05 to FY06 -
Total IT Sales Schedule 70 (in Billions \$)**



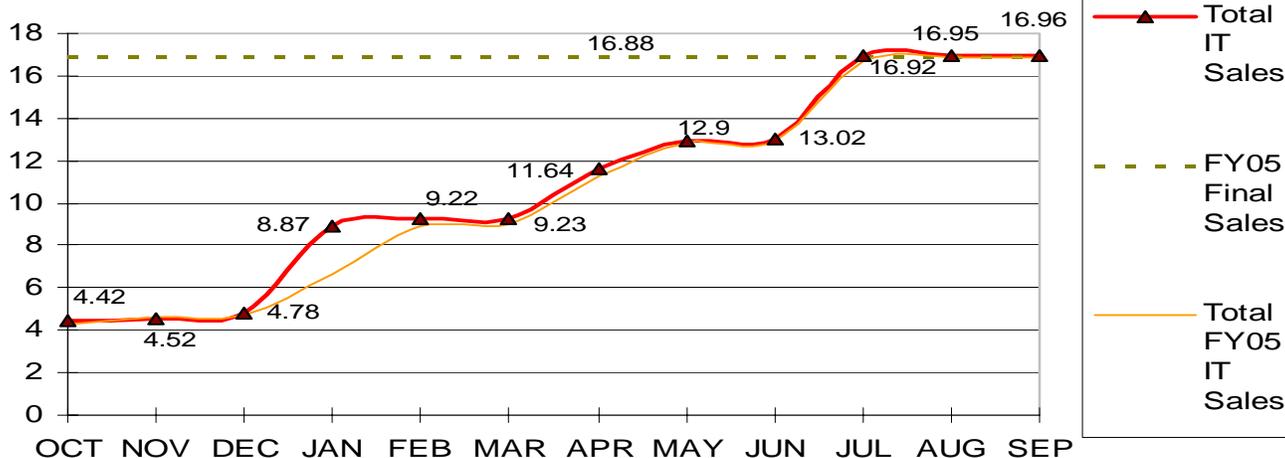
**Total Monthly
Cooperative Purchasing Sales
FY06 (in Millions)**



**Monthly Comparison of Difference from FY05 to FY06 -
Cooperative Purchasing IT Sales Schedule 70
(in Millions \$)**



**Total Monthly IT Sales FY06
(in Billions)**

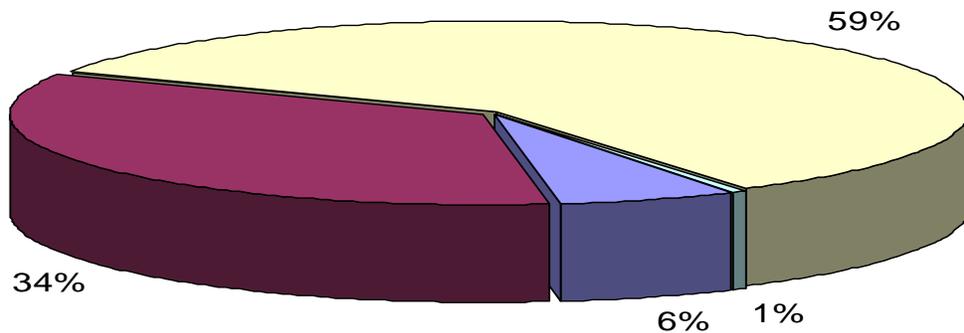


SOCIO-ECONOMIC PAGE

Socioeconomic Category	Number of Contracts FY06	% of Total Contracts FY06
Other than Small Business	616	11.9%
Small Business Vendors	4512	86.9%
Small Disadvantaged (8a) Vendors	597	11.5%
Woman-Owned Vendors	1184	22.8%
Veteran Owned	644	12.4%
Service Disabled Veteran Owned	265	5.1%
HUBZone	56	1.1%
Foreign	69	1.3%
Non Profit	14	0.3%

Socioeconomic Category	Sales FY06	% of FY06 Sales
Other than Small Business	\$9,949,854,404.00	58.7%
Small Business Vendors	\$6,856,459,460.00	40.0%
Small Disadvantaged (8a) Vendors	\$1,021,606,956.00	6.0%
Woman-Owned Vendors	\$1,225,425,166.00	7.23%
Veteran Owned	\$221,911,528.00	1.31%
Service Disabled Veteran Owned	\$785,782,016.00	4.63%
HUBZone	\$8,310,119.00	0.05%
Foreign	\$17,996,950.00	0.11%
Non Profit	\$43,478,070.00	0.26%

FY 06 IT Schedule 70 Sales by Business Size



Small Disadvantaged & 8(a)
 Other Small Business
 Large Business
 Total of Other

IT VENDORS TOP 100

RANK	CONTR NAME	TOTAL FY06 SALES
1	DELL MARKETING L.P.	\$1,297,253,268.00
2	NORTHROP GRUMMAN INFORMATION TEC	\$678,645,945.00
3	INTERNATIONAL BUSINESS MACHINES	\$421,610,431.00
4	BOOZ ALLEN HAMILTON INC.	\$400,467,064.00
5	SCIENCE APPLICATIONS INTERNATION	\$320,136,871.00
6	ELECTRONIC DATA SYSTEMS CORPORAT	\$312,761,591.00
7	HEWLETT-PACKARD COMPANY	\$268,065,422.00
8	COMSTOR, A DIVISION OF WESTCON G	\$251,325,650.00
9	ACCENTURE LLP	\$248,039,539.00
10	BEARING POINT LLC	\$217,165,279.00
11	IMMIXTECHNOLOGY INC	\$202,431,707.00
12	COMPUTER SCIENCES CORPORATION	\$200,671,946.00
13	UNISYS CORPORATION	\$189,073,001.00
14	ORACLE USA, INC	\$185,245,121.00
15	DLT SOLUTIONS, INC.	\$175,140,181.00
16	NORTHROP GRUMMAN SPACE & MISSION	\$172,358,867.00
17	CDW GOVERNMENT INC	\$164,050,629.00
18	HARRIS CORPORATION	\$151,119,671.00
19	L-3 COMMUNICATIONS TITAN CORPORA	\$150,602,810.00
20	MYTHICS, INC	\$125,197,134.00
21	ATHENA INNOVATIVE SOLUTIONS INC	\$124,252,824.00
22	MOTOROLA, INC.	\$123,296,486.00
23	GTSI CORP.	\$121,909,231.00
24	ASAP SOFTWARE EXPRESS INC	\$119,577,753.00
25	SYSTEMS RESEARCH AND APPLICATION	\$112,105,433.00
26	AVAYA INC	\$109,967,075.00
27	BAE SYSTEMS INFORMATION TECHNOLO	\$106,858,763.00
28	CELLCO PARTNERSHIP	\$99,163,181.00
29	THE PRESIDIO CORPORATION	\$95,687,336.00
30	ITS SERVICES INC	\$93,956,147.00
31	THALES COMMUNICATIONS, INC.	\$93,580,568.00
32	WESTWOOD COMPUTER CORPORATION	\$90,651,192.00
33	ANTEON CORPORATION	\$90,618,876.00
34	INTEGIC CORPORATION	\$86,035,250.00
35	CACI INC FEDERAL	\$85,469,792.00
36	APPTIS INC	\$84,137,955.00
37	CA, INC.	\$79,414,730.00
38	CGI-AMS INC.	\$77,301,331.00
39	RS INFORMATION SYSTEMS INC	\$72,300,012.00
40	SOFTMART GOVERNMENT SERVICES, IN	\$69,992,305.00
41	NORTHROP GRUMMAN COMPUTING SYSTE	\$67,852,206.00
42	SOFTWARE SPECTRUM, INC	\$64,873,961.00
43	BAE SYSTEMS ENTERPRISE SYSTEMS I	\$64,679,210.00
44	DYNAMICS RESEARCH CORPORATION	\$63,944,639.00
45	INFORMATION SYSTEMS SUPPORT, INC	\$63,826,296.00
46	COGENT, INC	\$61,675,878.00
47	SOFTCHOICE CORPORATION	\$61,032,217.00
48	ENVIRONMENTAL SYSTEMS RESEARCH I	\$60,888,779.00
49	A T & T GOVERNMENT SOLUTIONS, IN	\$60,363,767.00
50	GENERAL DYNAMICS SYSTEMS DEVELOP	\$59,979,788.00

IT VENDORS TOP 100

51	MPC-G, LLC	\$58,487,751.00
52	AT&T CORP	\$58,161,718.00
53	MERLIN INTERNATIONAL, INC	\$57,321,485.00
54	VION CORPORATION	\$57,212,615.00
55	CHERRYROAD GT INC	\$56,835,836.00
56	L-3 COMMUNICATIONS GOVERNMENT SE	\$55,821,544.00
57	INTELLIGENT DECISIONS, INC	\$55,529,209.00
58	SAP PUBLIC SERVICES, INC	\$53,838,608.00
59	GATEWAY COMPANIES, INC	\$53,827,407.00
60	GARTNER, INC.	\$52,851,764.00
61	BMC SOFTWARE DISTRIBUTION, INC	\$50,843,665.00
62	FORCE 3 INC	\$50,285,959.00
63	MANAGEMENT SYSTEMS DESIGNERS, IN	\$50,143,275.00
64	ADVANCED TECHNOLOGY SYSTEMS INC	\$49,994,027.00
65	SYBASE, INC	\$49,575,342.00
66	EMC CORPORATION	\$48,667,355.00
67	USER TECHNOLOGY ASSOCIATES INC	\$47,124,247.00
68	LOCKHEED MARTIN GOVERNMENT SERVI	\$46,574,174.00
69	CACI TECHNOLOGIES INC	\$46,425,795.00
70	LOCKHEED MARTIN CORPORATION	\$46,129,182.00
71	VERITAS SOFTWARE CORPORATION	\$44,613,423.00
72	EXECUTIVE INFORMATION SYSTEMS, L	\$43,060,489.00
73	NORTEL GOVERNMENT SOLUTIONS INCO	\$41,161,935.00
74	F C BUSINESS SYSTEMS LLC	\$39,820,430.00
75	CSC INFORMATION SYSTEMS LLC	\$38,553,828.00
76	ARINC ENGINEERING SERVICES, LLC	\$38,300,003.00
77	MANTECH ADVANCED SYSTEMS INTERNA	\$36,375,857.00
78	GOVERNMENT ACQUISITIONS INC	\$34,697,706.00
79	EC AMERICA, INC.	\$34,373,886.00
80	TELOS CORPORATION	\$34,114,604.00
81	ACCENTURE NATIONAL SECURITY SERV	\$33,696,579.00
82	TECOLOTE RESEARCH, INC	\$32,963,445.00
83	NORTEL NETWORKS INC	\$32,809,613.00
84	CACI CMS INFORMATION SYSTEMS INC	\$32,798,257.00
85	MANTECH INFORMATION SYSTEMS & TE	\$31,890,981.00
86	THE MIL CORPORATION	\$31,808,851.00
87	STANLEY ASSOCIATES INC	\$31,586,630.00
88	DOCUMENTUM, INC	\$30,864,992.00
89	CALIBRE SYSTEMS INC	\$30,508,034.00
90	ZEN TECHNOLOGY, INC	\$30,315,405.00
91	COGNOS CORPORATION	\$30,140,422.00
92	RABA TECHNOLOGIES, LLC	\$29,626,620.00
93	ROBBINS-GIOIA, LLC	\$29,450,969.00
94	NCI INFORMATION SYSTEMS, INC.	\$29,434,548.00
95	THE CENTECH GROUP INC.	\$29,224,681.00
96	DYNAMIC SYSTEMS, INC	\$28,725,633.00
97	CINGULAR WIRELESS, LLC	\$27,868,398.00
98	MCDONALD BRADLEY, INC.	\$27,847,759.00
99	GOVCONNECTION INC	\$27,726,893.00
100	SPECTRUM SYSTEMS, INC.	\$26,649,423.00

Total of Sales for Top 25 IT Vendors:	\$10,733,416,360.00
Total Current IT Sales for FY 06:	\$16,957,272,876.00
Top 25 Vendors' Percentage of Sales:	63.30%

IT VENDORS TOP 100 COOPERATIVE PURCHASING SALES

RANK	CONTR NAME	TOTAL FY06 SALES
1	CELLCO PARTNERSHIP	\$33,770,913.00
2	HIGH PERFORMANCE TECHNOLOGIES, I	\$24,092,724.00
3	DLT SOLUTIONS, INC.	\$19,954,598.00
4	CDW GOVERNMENT INC	\$13,785,133.00
5	MANAGEMENT SYSTEMS DESIGNERS, IN	\$12,839,404.00
6	GENERAL DYNAMICS NETWORK SYSTEMS	\$8,262,147.00
7	MANTECH SECURITY & MISSION ASSUR	\$7,670,273.00
8	MYTHICS, INC	\$7,571,784.00
9	SIRIUS COMPUTER SOLUTIONS, INC	\$6,646,578.00
10	AVAYA INC	\$6,042,309.00
11	LEARNING TREE INTERNATIONAL, USA	\$5,446,109.00
12	HEWLETT-PACKARD COMPANY	\$4,935,426.00
13	IMMIXTECHNOLOGY INC	\$4,589,945.00
14	AVANADE INC	\$4,251,891.00
15	CROSS MATCH TECHNOLOGIES, INC	\$3,576,703.00
16	NU-VISION TECHNOLOGIES, LLC	\$3,139,305.00
17	SUPPLY CHAIN LOGIC INC	\$2,267,264.00
18	T-MOBILE USA, INC.	\$1,966,131.00
19	CINGULAR WIRELESS, LLC	\$1,938,453.00
20	ALLTEL COMMUNICATIONS, INC	\$1,815,017.00
21	TESSCO INC	\$1,691,186.00
22	ADSYSTECH, INC	\$1,596,620.00
23	GTSI CORP.	\$1,419,145.00
24	ASPECT SOFTWARE	\$1,409,201.00
25	INTERNATIONAL BUSINESS MACHINES	\$1,389,193.00
26	ELECTRONIC INTERFACE ASSOCIATES	\$1,325,557.00
27	HYLAND SOFTWARE, INC	\$1,302,433.00
28	SCIENTIFIC TECHNOLOGIES CORPORAT	\$1,278,978.00
29	NETSTAR-1 INC	\$1,276,677.00
30	MAXIMATION L L C	\$1,233,123.00
31	COMSTOR, A DIVISION OF WESTCON G	\$1,218,287.00
32	FUJI PHOTO FILM USA INC	\$1,181,507.00
33	SOFTWARE ARCHITECTS INC	\$1,159,782.00
34	GENERAL PROJECTION SYSTEMS, INC.	\$1,147,448.00
35	VISLINK, INC.	\$1,145,076.00
36	KMR, LLC	\$1,117,077.00
37	BLACK BOX CORPORATION	\$1,096,648.00
38	DOCUMENTUM, INC	\$1,079,770.00
39	WALKABOUT COMPUTERS, INC	\$1,015,582.00
40	SUBSYSTEM TECHNOLOGIES INC.	\$1,013,854.00
41	IMPROVISE TECHNOLOGIES INC	\$997,893.00
42	FGM INC	\$981,165.00
43	SOFTWARE HOUSE INTERNATIONAL, IN	\$978,159.00
44	MITEL NETWORKS INC.	\$974,029.00
45	HANSEN INFORMATION TECHNOLOGIES	\$967,765.00
46	THE ESCAL INSTITUTE OF ADVANCED	\$922,900.00
47	ANALYTICAL SOLUTIONS, INC	\$914,862.00
48	SYNCSORT INCORPORATED	\$883,996.00
49	NEC UNIFIED SOLUTIONS, INC	\$849,128.00
50	DOCUMENT SYSTEMS, INCORPORATED	\$810,692.00

IT VENDORS TOP 100 COOPERATIVE PURCHASING SALES

51	PROMARK TECHNOLOGY INC	\$801,442.00
52	SKILLSOFT PLC	\$764,772.00
53	YELLOW HOUSE ASSOCIATES, LLC	\$763,731.00
54	STROHL SYSTEMS GROUP, INC.	\$760,095.00
55	DIGITAL SUPPORT CORPORATION	\$742,318.00
56	DYNAMIC CONCEPTS, INC	\$702,550.00
57	COMPLETE PACKAGING & SHIPPING SU	\$632,359.00
58	EAST BANC TECHNOLOGIES	\$623,882.00
59	HEIDELBERG USA INC	\$616,661.00
60	COMPUTER TECHNOLOGY LINK CORP	\$613,077.00
61	NUCOREVISION, INC	\$597,351.00
62	THE COMPUTER SOLUTION CO OF VA I	\$593,303.00
63	TADIRAN TELECOM INC	\$591,007.00
64	MRO SOFTWARE, INC.	\$590,258.00
65	SPSS INC	\$583,756.00
66	VERITAS SOFTWARE CORPORATION	\$579,721.00
67	SILANIS TECHNOLOGY INC.	\$572,911.00
68	DYNAMICS RESEARCH CORPORATION	\$567,132.00
69	ALL POINTS LOGISTICS INC	\$510,928.00
70	SOFTCHOICE CORPORATION	\$508,124.00
71	EBITS CORPORATION	\$497,566.00
72	SYMBIONT, INC.	\$490,952.00
73	TANDBERG, INC	\$458,190.00
74	TOSHIBA AMERICA INFORMATION SYST	\$456,949.00
75	GN NETCOM, INC.	\$444,439.00
76	HARRIS CORPORATION	\$427,237.00
77	R. REA CORP.	\$425,604.00
78	HI TECH SERVICES, INC.	\$424,315.00
79	NCS PEARSON INC	\$419,048.00
80	BMC SOFTWARE DISTRIBUTION, INC	\$393,350.00
81	DULCIAN INC	\$380,854.00
82	COMPUTER MARKETING CORPORATION	\$373,098.00
83	ORION SCIENTIFIC SYSTEMS	\$362,617.00
84	MCDONALD BRADLEY, INC.	\$351,331.00
85	AGILE TECHNOLOGIES LLC	\$347,384.00
86	CA, INC.	\$340,221.00
87	VOICE PRINT INTERNATIONAL, INC	\$337,993.00
88	JACKSON AND TULL CHARTERED ENGIN	\$329,150.00
89	NEW HORIZONS COMPUTER LEARNING C	\$327,061.00
90	CITRIX ONLINE	\$324,510.00
91	CABLEXPRESS CORP	\$303,027.00
92	WORLD COMMUNICATION CENTER, INC.	\$288,825.00
93	HIGHWAY INFORMATION SYSTEMS INC	\$282,411.00
94	ADVANCED BUSINESS CONCEPTS INC	\$276,693.00
95	HELP DESK TECHNOLOGY CORPORATION	\$271,066.00
96	TWENTY FIRST CENTURY COMMUNICATI	\$267,908.00
97	SPECTRUM SYSTEMS, INC.	\$265,025.00
98	CREATIVE INFORMATION TECHNOLOGY	\$257,500.00
99	VERTEX STANDARD USA, INC	\$250,318.00
100	XIOTECH CORPORATION	\$243,974.00

Total of Sales for Top 25 IT Vendors:	\$232,273,834.00
Total Current IT Cooperative Purchasing Sales for FY 06:	\$239,531,818.00
Top 25 Vendors' Percentage of Sales:	96.97%