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United States Senate

COMMITTEE ON SMALL BUSINESS & ENTREPRENEURSHIP
WASHINGTON, DC 20510–6350

February 9, 2004

Mr. Steven A. Perry
Administrator
General Services Administration
1800 F Street, NW
Washington, DC 20405

Dear Administrator Perry:

My office has previously contacted you concerning the *Global Office Link* software produced by small business J.J. Donahue & Co. Please see the attached letter dated October 22, 2002.

The software is designed to manage real estate transactions, and serves to provide a neutral platform for its users to collaborate on leases and sales to improve customer satisfaction and save time and money. The system features customized workflow, schedules, status reports, transaction summaries, lease and sale documentation, locking in decisions by parties, electronic bidding services, and best-practice reports.

It is my understanding that J.J. Donahue & Co., a small business located in Boston, Massachusetts, has repeatedly attempted to make a competitive bid to the GSA for an "E-leasing" contract feels that they have been improperly ignored. This brings to my attention a need for you and your office to answer the following questions:

1) Please explain the competitive bidding process used in awarding this contract?

2a) How many bids did you receive for this contract?

2b) How many of these bids were from small firms?

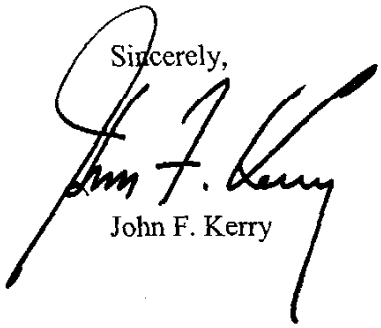
3a) Which procurement tool was used to announce this contract?

3b) If the contract was placed on FedBizOps.com, what date was it announced and what date was it removed from the website?

It has always been the tradition of the GSA and Congress to be in constant search of new avenues to more efficiently provide its services. In keeping with practice, it is my recommendation that Mr. Donahue and his company be the given the opportunity to make a competitive bid to appropriate personnel.

If you have any questions, please contact Nigel Stephens of my Committee staff, at 202-224-8496. I look forward to your response.

Sincerely,



John F. Kerry