

# Waterfront Technologies

Contact: Chris Cavanagh  
direct: 410-522-4788/cell: 443-527-1298  
ccavanagh@waterfronttech.com

**FOR IMMEDIATE RELEASE**

## **GSA AWARDS SCHEDULE TO WATERFRONT TECHNOLOGIES**

**Baltimore, MD** (August 13, 2007)—Waterfront Technologies, Inc., formally announces today that it has been officially included on the General Services Administration's (GSA's) Schedule—opening the door to the lucrative and highly competitive Federal Government procurement market.

“As a small Maryland based MBE (Minority Business Enterprise) Waterfront Technologies is honored to be included on the GSA Schedule,” explained Janice Kaufmann, President of Waterfront Technologies. She went on to say, “Since we began this company in 2001, we’ve set our sites on being included and now that we’ve grown to 22 employees, we’re in a position to actively bid on additional Federal Government technology and marketing contracts.”

The General Services Administration was established in 1949 as the conduit for federal government procurement. Today, GSA acts as the catalyst for nearly \$66 billion in federal spending, accounting for more than one-fourth of the government's total procurement dollars. The agency also manages federal assets valued at nearly \$500 billion including more than 8,300 buildings, a fleet of nearly 200,000 vehicles and numerous technology programs and products.

“Waterfront Technologies is in a unique position to bid on GSA contracts due to our highly qualified staff, competitive pricing and our standing as a WBE, MBE, SDB and 8(a),” stated Ray Blankenheim, Vice-President, Waterfront Technologies. “We’ve also gained a great deal of knowledge on what a Federal client needs working on current Department of Labor contracts,” he added.

### **About Waterfront Technologies**

Waterfront Technologies is a Baltimore, Maryland based technology and marketing firm specializing in highly personalized programs and services. It is a full service company offering programming solutions, graphic arts, brand marketing, custom website design and hosting.

The company offers highly customized solutions—not cookie cutter template-based products. It is successful in identifying and creating the links between information technology (IT), advertising, and promotions, which result in a fully integrated brand.

###