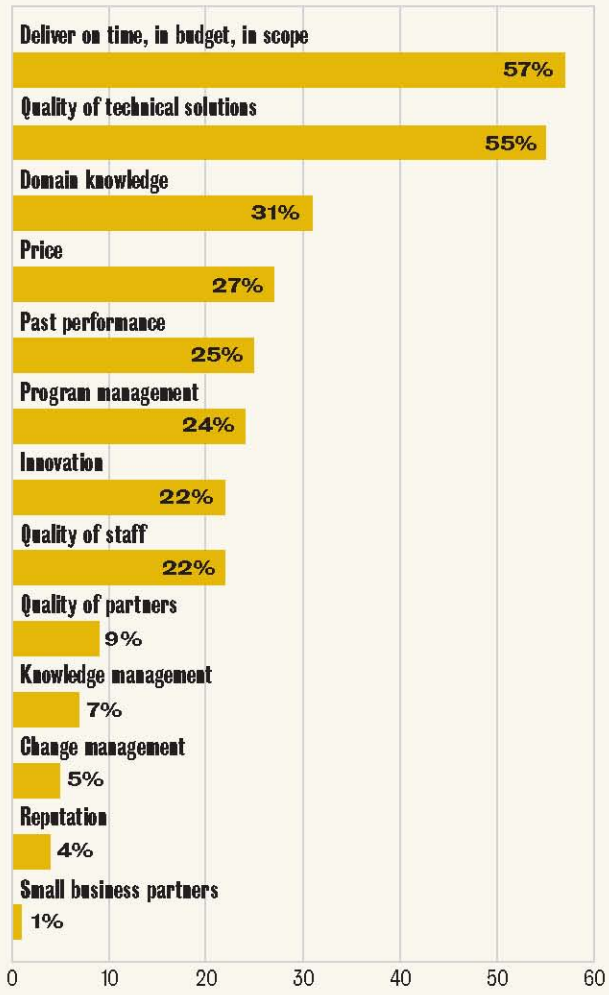
WASHINGTON TECHNOLOGY

Contract awards: Secrets (and pitfalls) of success



Why your company wins

Why your company loses

GRAPHICS BY MICHAEL J. BECHETTI

Results are from a survey of government officials by Campbell Communications Inc. In the survey more than 470 government procurement and IT officials were asked to name the top three factors that they used to decide why to hire a systems integrator and why not to hire a systems integrator.

The survey also covered other perceptions and attitudes about computer systems, networking and communications and enterprise software firms. For results, e-mail John Campbell at john@campbellsurveys.com.