



Who We Are

Companies who sell to the government rely on Technical Communities for proven go-to-market solutions to grow sales, lower costs and reduce risks. We manage multiple GSA schedules and other government contract vehicles and maintain exceptional relationships with more than 100 [technology partners](#).

Technical Communities also helps government agencies quickly find the equipment they need at the price they want. We serve more than 1,200 [government, military and prime contractor buying organizations](#) through our innovative [online technology marketplaces](#).

We have 10+ years of experience growing sales for our customers, organizations that sell to U.S. government agencies and prime federal contractors. Technical Communities headquarters is in California's Silicon Valley and has offices in the Washington, DC area.

What We Do

Technology Partners

More sales. Lower costs. Channel-friendly.

Technical Communities helps technology companies increase their sales to government markets while lowering costs and reducing risks. Our proven, scalable, channel-neutral marketing solutions help you identify contract opportunities, focus your product marketing, and efficiently navigate GSA complexities-all in an open, honest, conflict-free environment.

- [GSA Contract Management](#) - Improve sales to the government, military and commercial markets
- [Sales and Channel Support](#) - Make your government sales process easy and efficient
- [Government Marketing Services](#) - Generate leads and increase sales through targeted marketing communications
- [GSA Consulting](#) - Leverage deep industry expertise, identify effective solutions
- [Guaranteed Sales, Quotes, Demos and Leads](#) - Accurately measure ROI of marketing dollars
- [Advisory Consulting](#) - Rely on industry experts to target your government selling strategy
- [Opportunity Notification](#) - Receive real-time notification of opportunities
- [Online Contract Searches](#) - Find the information you need, fast

Government Buyers

Great service. Large selection. Low prices.

Technical Communities also helps government agencies find the products they need at the price they want. Our online technology marketplaces, [gsamart.com](#), [testmart.com](#), [navicpmart.com](#), and [eurekaspot.com](#), make it easy for buyers to search 70,000+ quality technology products from 100 top manufacturers. From computers and software, to scientific and testing equipment, to disaster response and everything in between, we've made it easy to find excellent products at significant savings.

TECHNICAL COMMUNITIES

Contracts



Information Technology Includes computers, cables, connectors, displays, servers, printers, software and rugged instruments and more.
GS35F0311R



Test and Measurement Includes spectrum analyzers, digital oscilloscopes, communication test instruments RF/microwave components and more
GS24F0066M



Environmental Science Includes temperature measurement instruments and more.
GS24F0067M



Power Generation Includes power distribution equipments, generators, batteries, more.
GS07F0198U



Security and Law Enforcement Includes solutions for law enforcement, security, facilities management, fire, rescue clothing, marine craft and emergency/disaster response.
GS07F0437U



U.S. Department of Defense Naval Inventory and Control Point

Operate and enhance the strategic sourcing online marketplace for NAVICP's General Purpose Electronic Test Equipment (GPETE) division.
N00104-01-D-X47

Online Technology Marketplaces



GSAMart - quickly and easily browse GSA-schedule IT, scientific, and technical equipment by top sellers, manufacturer, or product category.



TestMart - search the latest test and measurement equipment from leading manufacturers offering discounts to US government and contractors.



NAVICPMart - take advantage of big savings on test and measurement equipment as an authorized user of this US Department of Defense procurement marketplace.



EurekaSpot - buy or sell excess or pre-owned IT, science, and technical equipment in safe, secure, and simple transactions.

Online Contract Searches

Technical Communities helps you find specific government opportunities-quickly and easily-with our online contract searches. Our comprehensive sites provide up-to-the-minute government technology news and industry-leading resources.





Our Leadership

Peter Ostrow, President and Chief Executive Officer

Mr. Ostrow has been with Technical Communities, Inc. -- the leading service provider for organizations looking to sell to the government and military through GSA contracts--since early 1999. He brings a strong background in management and entrepreneurship to his role as president and CEO of Technical Communities, Inc. Prior to joining Technical Communities, Inc., he worked for Narrowline, a San Francisco-based Internet transaction and research company. From 1988 to 1997, Mr. Ostrow held various positions at *The New York Times*, including managing director for *The New York Times Magazine*. Mr. Ostrow is an instructor in University of California-Santa Cruz's e-commerce management certificate program. He is also a regular speaker at industry conferences including Comdex, ECM and state and local procurement events. Mr. Ostrow is also a member of Business Executives for National Security, (BENS) a nationwide, non-partisan organization, which is the primary channel through which senior business executives can help enhance the nation's security as well as a premier member of The Coalition for Government Procurement.

Jeffrey Wheeler, Chief Financial Officer

In his role as chief financial officer, Jeffrey Wheeler directs accounting, banking, finance, investor relations and human resources. Mr. Wheeler brings a long record of business success, from building start-ups to leading turnarounds in mature industries. He has held senior finance and management positions with a diverse group of firms, including Sierra Financial Group, Wells Fargo, Logistics Management, Inc. and Zacson Corporation, an international teleservices company, in which his last position was president, CEO and CFO. During his tenure with Zacson, revenue grew almost fourfold as they acquired majority interest in companies in Belgium and Mexico, and created joint ventures in Japan with Nippon Telephone and Telegraph (NTT) and in Canada with Saskatchewan Telephone. Prior to Zacson, Mr. Wheeler was executive vice president of Sierra Financial Group, which he co-founded. He also served as vice president of finance and administration at Logistics Management, Inc., and CFO of BiRite Food Service Company. He holds a B.S. in finance from Santa Clara University and an MBA from the University of San Francisco.

Matthew McMahon, Vice President

In his role as vice president of Technical Communities, Mr. McMahon manages the company's government schedules management team, content development staff and sales/customer service group. With the company since 1999, he has also developed our proprietary CRM "Prospector" marketing automation systems and headed marketing/media services negotiations. Prior to joining Technical Communities, he served as inventory manager of The Sente Group, where he developed, implemented and managed the total life cycle management of General Dynamics' capital equipment used for electronic testing and evaluation which included ROI analysis, demand forecast, technology planning, acquisition, divestment, test standardization and substitution. Mr. McMahon was marketing manager at Equipment Management Technology, where he managed all marketing programs for the electronic test and measurement equipment leasing company. At Telogy BMS, his roles included systems administrator, designing, installing, and administering their client side UNIX-based LAN and product manager where he managed multiple product lines of test and measurement equipment. He holds a B.A. in business from Humboldt State University.

Myles Kelvin, Vice President, Business Development

Mr. Kelvin leads Technical Communities' corporate, military and government business development team as well as managing our technology company partner relationships. He brings more than 15 years of sales and marketing and business development experience to the team, having run UK operations for both Dolch Computer Systems & Kontron Elektronik, selling capital assets primarily to government, telecom and industrial marketplaces. Major projects included the Challenger-II tank diagnostic system and an automated evaluation system for the UK's Driver and Vehicle Licensing Agency (DVLA). As well as sales and technical acumen, Mr. Kelvin brings a thorough understanding of procurement processes in both the commercial and government sectors, and is constantly refining Technical Communities' processes to ensure legislative compliance and ease the procurement process. He holds a BEng, electronics from the University of Warwick, England.

Sudip Barman, Vice President, Engineering

As vice president of engineering, Sudip Barman is responsible for the company's e-commerce and information exchange systems. He also leads the evaluation and integration of third-party technology solutions into Technical Communities' infrastructure. Overseeing the company's software architecture, he led and developed one of the very first versions of the Technical Communities, Inc. e-commerce platform. Mr. Barman began his IT career as a systems analyst for Ramco Systems, a leading ERP software company in India, where he was responsible for the design and development of the purchasing module. He was a key member of the development team and helped solve many software architectural and design issues. In 1997 he moved to IT Solutions as a software consultant and successfully led Internet/Intranet projects for many clients in the U.S. including Allied Signals, DigiCash and Incyte Pharmaceuticals. He holds a B.S. in computer science from the University of Poona, India and an M.S. in computer science from the University of Bombay in India.

Jeremiah Cunningham, Vice President, Business Development

Based in Technical Communities' Washington, D.C. regional office in Herndon, VA, Jeremiah Cunningham is responsible for a strategic approach to the company's continued business expansion of GSA distribution of IT products and services. He is directly responsible for the establishment of agreements between Technical Communities and manufacturers as well as ongoing sales strategy. Prior to joining Technical Communities, Mr. Cunningham was the director of strategic sales at CDW-G. He led a sales organization in three locations focused on selling to the federal market through systems integrators such as Lockheed Martin, General Dynamics, SAIC, L-3 and small, disadvantaged businesses. Prior to CDW-G, Mr. Cunningham was the director of North American Sales for Convera and the vice president-sales for INPUT.

James Ferraro, Marketing Services Director

Mr. Ferraro established and oversees Technical Communities marketing services agency and manages overall marketing and demand generation efforts. Prior to this, he was Director, Customer Experience Group at Scient (IPO 1999). There he managed group and corporate strategic initiatives and delivery operations, was a global lead for business development unit integration and was part of sales pitch, company acquisition and due diligence teams. Mr. Ferraro was Director of Interactive Production at Icon Medialab (IPO 1998) for the US office of the global interactive design company. His clients included Charles Schwab, Electronic Arts, Beringer Wine Estates and Infineon. He was principal of Ferraro Media, developing interactive projects for Hewlett Packard NetServers, Harper Collins Interactive, Raychem and Network Equipment Technologies. Mr. Ferraro held several senior editorial positions at Hearst Magazines including Assistant Managing Editor of Town & Country. He worked as a Staff Writer for The Courier News/Gannett Newspapers. A competitive tennis player and sailor, he holds a B.A. in both history and economics from Rutgers University.



Board of Directors



H. Lee Buchanan, Ph.D.

Venture partner, Paladin Capital Group

Former Assistant Secretary, Navy for Research, Development and Acquisition



John Mumford

Founder and Partner, Crosspoint Venture Partners



Peter Ostrow

President and CEO, Technical Communities



Mark W. Perry

General Partner, New Enterprise Associates



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Technical Communities and Ace Glass Sign Government Services Partnership

Agreement will offer government users greater access and lower costs for scientific apparatus

SAN BRUNO, CA and VINELAND, NJ, FEBRUARY 16, 2010 — Technical Communities, Inc., the company technical organizations who sell to the government rely on for proven go-to-market solutions to grow sales, lower costs and reduce risks, today announced a new government services partnership agreement with Ace Glass Inc., a leader and innovator of scientific glassware, lab equipment and reactors.

The agreement authorizes Technical Communities to distribute more than 10,400 Ace Glass products, including Ace Instatherm® - a safer, more precise heating method for the laboratory; Ace-Threds® - threaded glass connectors; air sampling systems; benchtop reactors; Dynabloc cylindrical heating blocks; filtration apparatus; hydrogenation/gas apparatus; pilot plant reactors; pressure tubes; rotary evaporator glassware; and temperature controllers.

"Technical Communities' expertise in reaching the federal government marketplace is unparalleled and well-documented," said Richard Kramme, Ace Glass President and CEO. "We look forward to a productive relationship with them, as we move forward in this important, growing market together."

"The addition of Ace Glass to Technical Communities' offering broadens our portfolio of high quality lab and scientific apparatus to the federal government," said Peter Ostrow, President and CEO of Technical Communities. "We are excited about the growth opportunities this partnership will provide for both companies. We are committed to bringing our support and expertise to help Ace Glass achieve greater access to government organizations."

Ace Glass products are under General Services Administration (GSA) Multiple Award Schedules (MAS) managed by Technical Communities, which will provide content, transaction, marketing, sales support, and reporting services around them. Technical Communities also will provide presentation and order processing through the GSA's e-commerce web site, www.gsaadvantage.gov, and the company's own online marketplaces, www.gsamart.com, www.testmart.com, and www.navicpmart.com.

About Technical Communities

Companies who sell to the government rely on Technical Communities for proven go-to-market solutions to grow sales, lower costs and reduce risks. We use our contracting expertise and powerful technology solutions to enable organizations to more effectively manage contracts, sales, marketing and procurement. The company, with offices in the California's Silicon Valley and the Washington, DC area, is owner and operator of marketplaces www.gsamart.com, www.testmart.com, www.navicpmart.com, and www.eurekaspot.com. Government contract-focused websites include www.govcontractsmagazine.com and testequipmentmagazine.com. For more information, visit www.technicalcommunities.com.

About Ace Glass

Founded 1936 in Vineland, NJ, Ace Glass Incorporated is a leader and innovator of scientific glassware, lab equipment and reactors. The firm's innovations and inventions include the first American made spherical joints and sintered-glass fritted disks. Ace also designed and patented the first internally threaded glassware - Ace Threds®. Ace Glass continues its strong tradition today, meeting the laboratory glassware needs of satisfied customers worldwide. For more information, visit www.aceglass.com.

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