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FOR IMMEDIATE RELEASE

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EPS Awarded Five-Year Contract Under General Services Administration (GSA)

Winchester, VA (February 23, 2005)— Executive Protection Systems (EPS) today announced it has earned a five-year U.S. GSA (General Services Administration) Schedule Contract. Effective March 1, 2005, EPS will be listed under GSA Schedule 84, Total Solutions for Law Enforcement, Security, Facilities Management, Fire and Rescue—Contract Number GS-07F-5655R.

“This is a major accomplishment for us,” said Darla Frye-Guevremont, Chief Operating Officer (COO) of EPS, a Winchester-based emergency preparedness solutions company. “Each year, federal consumers purchase billions of dollars worth of goods and services through the GSA Schedule Contract. Being awarded the contract by GSA gives us a presence in the Federal Government marketplace which affords us sales opportunities from the largest consumer in the world. On GSA, we now have the ability to gain the greatest amount of exposure where we can sell our equipment at a set price without concerns of outside competition.”

According to Frye-Guevremont, the process of being awarded a contract under GSA isn’t always guaranteed. “Typically, it’s a long tedious process that involves proposals, red-tape and price negotiations,” Frye-Guevremont said. “That’s why we enlisted the assistance of Federal Schedules Inc., a Virginia-based Government Contract consulting firm. With the help of Federal Schedules, we were able to submit our proposal, plow through the paperwork and be successful in our negotiations all in a timely manner allowing us to achieve our goal of a contract within a fraction of time it usually takes,” she added.



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GSA is a centralized federal procurement, property management, and policy agency, created by Congress to improve efficiency and help federal agencies better serve the public. It acquires, on behalf of federal agencies, office space, telecommunications, information technology, supplies and services. It also plays a key role in developing and implementing government-wide policies.

Executive Protection Systems, headquartered in Winchester, Virginia, is a small, service-disabled veteran-owned business dedicated to providing the finest WMD, industrial safety protective equipment, training and consulting services nationwide. EPS corporate headquarters is located at 1834 Roberts Street in Winchester. Website: www.epssafety.com.

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