

Homeland Security forecasts buying \$7 billion of products and services in 2007

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Press release from: [netXccel Inc](#)

Agency: **Round2 Communications**

Federal spending websites give contractors a head start on department opportunities.

GAITHERSBURG, Md. — Federal spending monitor netXccel is reporting that the U.S. Department of Homeland Security (DHS) is looking to purchase up to \$7 billion in products and services during 2007. This spending is part of the overall \$35.6 billion budget for the department, an increase of 7% over 2006. Due to the intense competition for the DHS-related procurements, contractors are eager to acquire advance alerts or aggregated information from providers like netXccel, which provides Federal spending data on its fedXccel database.

“DHS contracts are prestigious for businesses but extremely hard to win,” said netXccel chief Gaurav Pal. “The key is to identify potential procurements early and build relationships.”

Department spending will reflect the Administration’s emphasis on tighter border security, improved efficacy measures for the Federal Emergency Management Agency (FEMA), and internal evaluation and operational mechanisms within the department itself. While these endeavors will gain the lion’s share of the budget, the list of procurement needs is long and at times difficult to obtain. Not surprisingly, the private sector has responded with resources that alleviate the time and resources required to find, track and match federal opportunities.

“fedXccel provides affordable and comprehensive information that helps small and emerging companies find and win contracts,” said Pal. “There are more than 450 current opportunities totaling over \$602 million, specifically reserved for small businesses, including women-, minority- and veteran-owned businesses, among others.”

netXccel has posted a public list of the top-30 DHS Small Business opportunities by procurement amount on its fedXccel website (www.fedxccel.com).

For more information on netXccel, visit: www.fedxccel.com/

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netXccel Inc is a leading provider of front-line sales management solutions that help emerging businesses find and win federal business. The company has successfully developed an online subscription based federal sales solution called fedXccel that combines procurement information into a CRM package.

[You can find this press release here](#)