



In every issue, *Washington Technology* provides essential news, analysis and insight on the business of delivering technology and services to government. This enables government IT marketers to tailor a unique marketing message to decision-makers every month of the year!



The To Do List provides information on critical upcoming events, new faces in the industry, and not-to-be-missed reports that are shaping the marketplace. Executives and other leaders within the government contracting community use this page to stay current in a rapidly changing market.



UpFront offers bite-sized insights on the latest news in the marketplace. Regular features include the Survival Guide, where experts in the government contracting community offer their thoughts on important issues confronting today's government. This section also includes ten of the most followed stories readers are viewing on our Web site—where we offer our thoughts on the importance of each story. This section also offers commentary and insights on the latest contract wins and merger & acquisition activity.

Insights serves as an ideal tool for keeping up with leading thinkers in the government market who offer commentary on the most pressing issues of the day. Topics include policy and business developments, channel and marketing advice, and financial trends.

The Cover Story takes an in-depth look at topics critical to government contractors. These special reports include business, policy and technology topics. With issues such as the Top 100, State and Local Who's Who, Fast 50 and M&A Report, *Washington Technology* is looked to as the authority on the business leaders across the contracting market. Other reports delve into new contract opportunities, examine government purchasing trends and explain what the latest new technologies mean to government contractors.

Departments is the heart of the magazine that offers critical reporting, analysis and interpretation of critical trends and events across the government market. Whether it is the latest business trends, policy developments or upcoming contracting opportunities, our coverage focuses what these news items mean to business leaders in the federal, state and local government markets.

Last Byte provides insightful Q&A with leading executives talking about their companies, their plans & strategies and where they see the market heading. These interviews provide unique insights into the leading players in the government market.

AWARD-WINNING EDITORIAL

Washington Technology's expert editorial content has won national industry recognition and awards throughout its 21-year history. Prestigious recent accolades include:

March 2007

Jesse H. Neal National Business Journalism Award for best single issue of a newspaper/news tabloid

June 2006

Gold ASBPE Award for best government coverage

March 2006

Jesse H. Neal National Business Journalism Award for best single issue of a newspaper/news tabloid

June 2005

Bronze ASBPE Award for best government coverage

June 2004

Gold ASBPE Award for best government coverage, silver ASBPE Award for best feature and gold ASBPE Award for best special section

March 2004

Jesse H. Neal National Business Journalism Award for best news coverage

June 2002

Gold ASBPE Award for best government coverage