

HARVARD UNIVERSITY
JOHN F. KENNEDY SCHOOL OF GOVERNMENT
CAMBRIDGE, MASSACHUSETTS 02138

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04 AUG 25 PM 3:02

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STEVEN KELMAN
Albert J. Weatherhead II and Richard W.
Weatherhead Professor of Public Management



August 9, 2004

Secretary of the Senate
Office of Public Records
232 Hart Senate Office Building
Washington, DC 20510

Dear Sir or Madam:

I just recently learned, while reading a document on filing lobbying reports, that "covered officials" includes career employees of the Executive Office of the President, and not just political ones. I am therefore refileing my six-month report for Ariba to reflect two contacts with career employees of the Office of Federal Procurement Policy. While going over my records, I also decided to include in this report a contact with a non-career official at the General Services Administration. It did not involve trying to obtain a government contract; however, I did discuss with this official the idea that GSA might wish to do a pilot project doing reverse-auctions to procure construction services, and, if GSA had proceeded along this tack, Ariba would have been in a position to compete for such a contract.

Could you simply replace this filing for the earlier filing I did? I believe I am still getting this to you before the required filing date, so please regard this as my six-month filing, rather than the original filing I sent you.

Thank you.

Very truly yours,

Steve Kelman
Weatherhead Professor of Public Management

Clerk of the House of Representatives
Legislative Resource Center
B-106 Cannon Building
Washington, DC 20515

Secretary of the Senate
Office of Public Records
232 Hart Building
Washington, DC 20510

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LOBBYING REPORT

Lobbying Disclosure Act of 1995 (Section 5) - All Filers Are Required To Complete This Page

1. Registrant Name <u>Steven Kelman</u>			
2. Address <input type="checkbox"/> Check if different than previously reported <u>185 Elm Street, Concord, MA 0174</u>			
3. Principal Place of Business (if different from line 2) City: <u>Cambridge</u> State/Zip (or Country) <u>MA</u>			
4. Contact Name	Telephone	E-mail (optional)	5. Senate ID #
7. Client Name <input type="checkbox"/> Self <u>Ariba</u>			6. House ID #

TYPE OF REPORT 8. Year 2004 Midyear (January 1-June 30) ☒ OR Year End (July 1-Dec)

9. Check if this filing amends a previously filed version of this report ☐

10. Check if this is a Termination Report ☐ ⇒ Termination Date _____

11. No Lobbying

INCOME OR EXPENSES - Complete Either Line 12 OR Line 13

<p>12. Lobbying Firms</p> <p>INCOME relating to lobbying activities for this reporting period was:</p> <p>Less than \$10,000 <input checked="" type="checkbox"/> <u>\$1350</u></p> <p>\$10,000 or more <input type="checkbox"/> ⇒ \$ _____</p> <p style="text-align: center;">Income (nearest \$20,000)</p> <p>Provide a good faith estimate, rounded to the nearest \$20,000, of all lobbying related income from the client (including all payments to the registrant by any other entity for lobbying activities on behalf of the client).</p>	<p>13. Organizations</p> <p>EXPENSES relating to lobbying activities for this reporting period were:</p> <p>Less than \$10,000 <input type="checkbox"/></p> <p>\$10,000 or more <input type="checkbox"/> ⇒ \$ _____</p> <p style="text-align: right;">Expenses (nearest \$20,000)</p> <p>14. REPORTING METHOD. Check box to indicate accounting method. See instructions for description of:</p> <p><input type="checkbox"/> Method A. Reporting amounts using LDA definition</p> <p><input type="checkbox"/> Method B. Reporting amounts under section 603 Internal Revenue Code</p> <p><input type="checkbox"/> Method C. Reporting amounts under section 162 Internal Revenue Code</p>
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Signature Steven Kelman

Printed Name and Title

LD-2 (REV. 6/98)

Steven Kelman
Professor of Public Management

Registrant Name

Stevenkelman

Client Name

Ariba

LOBBYING ACTIVITY. Select as many codes as necessary to reflect the general issue areas in which the registrant engaged in lobbying on behalf of the client during the reporting period. Using a separate page for each code information as requested. Attach additional page(s) as needed.

15. General issue area code GOV (one per page)

16. Specific lobbying issues

Reverse auctions/strategic sourcing in
Government procurement

17. House(s) of Congress and Federal agencies contacted

☐ Check if None

House of Representatives
Office of Federal Procurement Policy
General Services Administration

18. Name of each individual who acted as a lobbyist in this issue area

Name	Covered Official Position (if applicable)

19. Interest of each foreign entity in the specific issues listed on line 16 above

☒ Check if None

Signature



Date

8/9/04

Printed Name and Title ~~Dr~~ Steven Kolman
Form LD-2 (Rev. 6/98) Professor of Public Management Page