

GOVERNMENT TECHNOLOGY & SERVICES COALITION

Inaugural Annual Report



JUNE 2011 - JUNE 2012



GTSC

Government
Technology &
Services Coalition

Government Technology & Services Coalition

Inaugural Annual Report

June 2011 – June 2012

Table of Contents

Advocating
for small
and medium
security
companies in
the Federal
marketplace



Pages 2 & 3

A message from our Co-Chairs

Page 4

A message from our Founder & CEO

Page 5

Our Mission & Programs

Pages 6 & 7

Insight & Capacity Building Events

Page 8

Our Community: Building Our Community

Page 9

The Lion's Den

Pages 10 & 11

Our Founding Members

Pages 12 & 13

Our Founding Mentors & Mentor Activities

Pages 14 & 15

Representing Our Community

Page 16

Steering Committee

Page 17

Strategic Advisors

Page 18

Strategic Alliances

Page 19

International Outreach: Ukraine

Page 20

Our Staff



Chris Gorman

Managing Director

The Efiia Group
Co-Chair, GTSC Steering Committee

Message from

"The concept was different - not the typical D.C. lunch bunch.

For the first time, small business was not an afterthought."

Dear Members, Mentors and Friends,

When I was first approached about the concept of a Coalition, it didn't take much convincing for me to get on board. The concept was different; not the typical D.C. lunch bunch. The mission was to develop a community of small and mid-sized companies that serve the homeland and national security missions and work on their behalf before Congress and Federal agencies. I not only thought it was a necessity, I wanted to take a leadership role in evolving its services and agenda.

As we celebrate our First Anniversary I am proud and encouraged by our achievements, progress and offerings. Our goal was to provide our members with a place they could focus on their business interests; meet, network with like-minded companies, develop partnerships with one another and with our large counterparts, and understand the mission of our government clients.

And, through the hard work of many members, Strategic Advisors and colleagues in our community who understood the importance of a robust, creative and innovative homeland and national security market, we have evolved into the most thriving, active new organization in Washington, D.C.

Why? Because in the Government Technology & Services Coalition, small businesses are not an "afterthought." Our members are small, yet they are beyond the 101 of government contracting. They have achieved some success and now need a comprehensive suite of services: teaming opportunities, opportunity tracking, capacity building, mission understanding, growth strategies and much more for their continued success. Our members understand that the Federal market is complicated, vast, and full of pitfalls for a small firm – and they understand that together they are stronger, more informed and most importantly, they have a voice.

I want to thank all of you who joined us to roll up their sleeves to build a community of companies committed to a safer and stronger nation. I look forward to a prosperous future and continued success to all of our members.

Many congratulations to us all on this First Anniversary. On to bigger and better things!

Managing Director
The Efiia Group



Our Co-Chairs

Susan Hopkins

President & CEO

DSCI

Co-Chair, GTSC Steering Committee



"From day one, to graduating from our small business status, GTSC is singularly focused on our continued growth."

Dear Coalition Members and Friends!

Congratulations on our first year!

As a woman-owned small business entrepreneur, I am excited to be part of the development and growth of the only organization devoted to small businesses serving the Federal homeland and national security markets.

Since I started my business in 1995, I have learned a tremendous amount about my capabilities, strategies and needs to be successful in the Federal market. I shared some of this advice at one of the Coalition's CEO to CEO roundtables and have found that as the Coalition has grown our programming has evolved to work with companies throughout their growth cycle. From day one, to graduating from our small business status, the GTSC is singularly focused on our continued success.

At times it's overwhelming. Business development, marketing, capture, proposal writing, RFIs, RFPs, human resources, Congressional budget action, contract bundling, insourcing, cash flow and a host of other challenges threaten a small company every day. Keeping track of it all is nearly impossible.

With our members' input, we believe we have crafted exactly the types of sessions and services that provide a small business CEO with instant return on investment. Whether it's a legal session that exposes red flags in a teaming agreement to one-on-one meetings with the highest level executives in the public and private sector, every hour spent with the Coalition has been extremely valuable to me.

I look forward to working with the Coalition to continue our evolution and success on behalf of our members.

Sincerely,

Sue Hopkins

President & CEO

Dynamic Security Concepts, Inc.





Kristina
Tanasichuk
Founder & CEO
GTSC

Message from Our Founder & CEO

Dear Members, Mentors and Friends,

When several CEOs in the small business community reached out to me to “start something,” I had to take a long hard look. These visionaries were concerned that small and mid-sized companies in the homeland and national security space did not have a voice, that the Federal market environment was getting more hostile toward companies of their size, and that no one was communicating the ramifications on their behalf.

The momentum was 100% grassroots. CEOs hosted their colleagues, we discussed the idea, and companies began to ante-up and join. These CEOs wanted something different – a place where small business was not an afterthought. An organization devoted to helping them learn more about their clients, meet future partners and colleagues and build their market understanding while pursuing a common, honorable mission.

And so the Government Technology & Services Coalition was born.

They also wanted an egalitarian structure – one voice – for our community that discouraged one large or small player to dominate our goals or agenda. These CEOs wanted an organization supported and sustained by our members and mentors who are determined to build a community that gathers to make the market more efficient, educate its participants and work together to find the best solutions and technologies to forward our nation’s complex and converging homeland and national security interests. Our founding organizations wanted to build a community on behalf of small and mid-sized companies.

After only one year the following pages document that our members mean business. Many, former government officials, started their firms to solve challenges and work with our public sector partners to achieve their mission faster, better, cheaper and smarter. Our members are agile, creative and innovative – and it shows in our community’s approach to everything – including their commitment to founding an organization to stop “talking” and start “doing.” Both the government and our firms have targeted missions that need solutions – not years of process that stifle innovation and put small firms out of business.

Thank you to everyone who has embraced this concept. We are proud and honored by those who have encouraged and supported us – some of the foremost individuals and organizations in the nation have aligned with us to further our mission and lend their expertise and experience as leaders in the market to help us deliver the “A-Team” to our members.

It is a true honor to work with all of you and I am extremely proud and grateful for everyone’s contribution and commitment to this exciting new organization.

Very Respectfully,

Kristina Tanasichuk
CEO & Founder, GTSC

Advocating
for small
and medium
security
companies in
the Federal
marketplace



Our Mission

GTSC is a non-profit, non-partisan association whose mission is to provide exceptional advocacy, capacity building, partnership opportunities and marketing in the Federal homeland and national security markets.

Our Programs

The Government Technology & Services Coalition's programming provides a 360 degree approach to our members' success, from insight to the government client to enhancing business development resources, to building internal capacity. Working with the U.S. Departments of Homeland Security, Defense, Justice, State, and the Office of the Director of National Intelligence, we work with our members through every stage of growth through the following types of sessions:

INSIGHT



GTSC Insight events host Federal or Congressional officials to discuss challenges in the federal security mission, host workshops on engagement with the Federal customer, and promote the exchange of innovative ideas between the public and private sector.

CAPACITY BUILDING



Every company — small to large — faces a host of growing pains and internal challenges to meet the needs of success. Through exceptional relationships with the A-list of attorneys, consultants and luminaries in corporate growth, GTSC hosts hands-on sessions to assure that member companies have the best tools available to them to build their internal capacity and further their growth.

CEO to CEO PEER NETWORKING



No one understands the challenges and unique demands of our market like someone who has grown a successful company in it. Understanding that, CEOs of successful member companies join GTSC quarterly to share their insights, lessons learned and advice for others working in the Federal homeland and national security markets.

The Market Solutions Series

*The Market Solution Series provides an inside look at creative successful interactions in the Federal homeland and national security market. These intimate roundtables take members inside the "story" and allow them to understand the market components and forces that resulted in success. The Market Solution Series was developed in response to members who were interested in creative ways to partner and team to win business with the Federal government. The inaugural session featured **Andrew Maner, Vice President & Partner, NISC Business Leader in IBM's Global Business Services Public Sector Practice & Former Chief Financial Officer, DHS.***



MARKET
SOLUTIONS
SERIES

INSIGHT events



Sharie Bourbeau, Principal Executive for Program Development, CBP with Valerie Isbell, Executive Director, Passenger Systems Program Office; Sara Schroerlucke, Director, Northern Border Division; & Colleen Manaher, Director, Western Hemisphere Travel Initiative



Patrick Carney, Senior Technical Advisor, Technical Counter Intelligence & Cyber Directorate and Charlie Sowell, Deputy Assistant Director, Special Security Directorate, ODNI



Traci Lembke, Deputy Assistant Director, Homeland Security Investigations, ICE and Janice Ayala, Assistant Director, Domestic Operations, HSI - ICE

Breakfast with Kathy Kraninger

Kathy Kraninger, Professional Staff Member, Subcommittee on Homeland Security, House Appropriations Committee met with GTSC to discuss Congressional action on the budget.

Roundtable with U.S. Customs & Border Protection

Keynote **Sharie Bourbeau**, Assistant Commissioner and Principal Executive for Program Development, CBP
Valerie Isbell, Executive Director Passenger Systems Program Office, **Colleen Manaher**, Director, Western Hemisphere Travel Initiative, **Sara Schroerlucke**, Director, Northern Border Division joined GTSC to outline priorities and future opportunities.

Roundtable with U.S. Department of Homeland Security

Nick Nayak, Chief Procurement Officer

Kevin Boshears, Office of Small&Disadvantaged Business Utilization

Mui Erkun, Ombudsman

Daniel McLaughlin, Executive Director, Office of Procurement Operations

Dr. Cedric Sims, Executive Director, Program Accountability & Risk Management Office

Tim Shaughnessy, Senior Technical Advisor

Michael B. Smith, Director, Strategic Sourcing all joined GTSC in a round-robin of Q&A.

CEO Roundtable with Chairman Mike Rogers (R-AL)

The Honorable Mike Rogers, Chair, Homeland Security Subcommittee on Transportation Security and Senior Member, House Armed Services Committee asked member CEOs to discuss ways to improve efficiencies at TSA.

Security Clearances, SCIFs and Priorities of the Office of the Director of National Intelligence

Laurie A. Schive, Director

Bob Maher, Senior Policy Officer, Mission Integration Division

Linda Millis, Director, Public Sector Partnership

Charlie Sowell, Deputy Assistant Director, Special Security Directorate

Patrick Carney, Senior Technical Advisor, Technical Counter Intelligence & Cyber Directorate

Sue Reingold, Deputy Director/Acquisition Risk

Stacey Banks, CEO, Oxford Federal

Tom Hughes, Director, Datamaxx

Paul Townsend, Director of Cyber Security, Mount Airey Group, Inc. discussed business espionage, security clearances and priorities of ODNI.

Roundtable with Brian de Vallance

Brian de Vallance, Chief of Staff to Assistant Secretary Jane Holl Lute & Special Advisor to DHS Secretary Janet Napolitano discussed the Administration's priorities in public safety, cyber and border protection.

Roundtable with Homeland Security Investigations, ICE

Janice Ayala, Assistant Director, Operations

Traci Lembke, Deputy Assistant Director discussed mission and needs of the HIS division.

Roundtable with Richard Skinner

Richard Skinner, Strategic Advisor, GTSC and former Inspector General, DHS provided an inside look into the internal challenges and needs of DHS.

Bonus Session with U.S. Patent & Trade Office

Kate Kudrewicz, Director of Procurement, U.S. Patent & Trade Office provided some candid, critical advice on how to work with Federal officials.

CEO Roundtable with Senator Ron Johnson (R-WI)

The Honorable Ron Johnson, U.S. Senate convened member CEOs to discuss the economy and what small companies need to renew growth.

Briefing with Science & Technology Directorate, DHS

Deborah Determan, Director, Research & Development Partnerships

Bruce Davidson, Director, SAFETY Act Office

Elissa Sobolewski, Program Manager, Small Business Innovation Research (SBIR)

Marlene Owens, Program Manager, Technology Transfer joined us to discuss their roles in maintaining innovation for the homeland security enterprise.

Meeting & Tour Organized Crime Drug Enforcement Task Force Fusion Center

Special Agent in Charge Stephen Murphy provided GTSC members with a detailed briefing on the fusion center and a tour of the facilities.

CAPACITY BUILDING

Government Contracting Challenges: Size Does Matter

Robert Burton, Partner, Venable LLP and Strategic Advisor to GTSC

Discussion of the liability for misrepresentation of size, conflicts of interest, insourcing and changes in small business size standards.

Impact of Budget Cuts on Your Firm: What You Need to Know to Survive & Thrive

Elizabeth Ferrell, Partner, McKenna, Long & Aldridge

Interactive discussion of the current debt reduction initiatives, what the debt reduction super committee did, how mandatory sequestration could impact the contracting community and how companies can prepare for budget-driven terminations and restructuring of their contracts.

Key Legal Agreements for Small & Mid-Sized Companies

J. Patrick McMahon, Co-Chair, Government Contracts Practice Group, General Counsel PC

Kevin Learned, Attorney, General Counsel PC

Detailed workshop and walk-through of non-disclosure agreements, non-competes, and teaming agreements.

Cyber Security Strategy Session

Michelle Mrdeza, Principal, Cornerstone Government Affairs

Steven Bucci, PhD, Lead Cyber Strategist, IBM and Strategic Advisor to GTSC

Jason Kaufman, Managing Director, The Chertoff Group

Richard Skinner, CEO Richard Skinner Consulting & Strategic Advisor to GTSC

Interactive discussion on where cyber funds are being directed, how to identify opportunities, existing challenges for the agencies and case studies of companies that were successful securing cyber contracts.



Brian de Vallance, Special Advisor to DHS Secretary Janet Napolitano and Chief of Staff to Assistant Secretary Jane Holl Lute

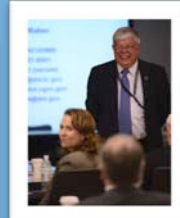


DHS Chief Procurement Officer Nick Nayak meets with GTSC members Uniplus Consulting, ClearedJobs, Hassett Willis & Company and Richard Skinner Consulting



Kate Kudrewicz, Director of Procurement for the U.S. Patent & Trade Office with GTSC Strategic Advisor, Tom Essig, former Chief Procurement Officer, DHS (far right)

Our Community



The Government Technology & Services Coalition works for all of our members by providing the best insights and education possible, and by cultivating and promoting a unique, warm, fun environment to network, meet new colleagues and reconnect with old. We have experienced tremendous growth in our first year, with over seventy-seven companies joining us to contribute to the common goal of securing the nation. Many GTSC members are former government officials and started their companies to improve the public sector's ability to prevent, prepare and respond to any catastrophe.



Building our Community

The members and mentors of the Government Technology & Services Coalition are committed to building a community of homeland and national security professionals, and more importantly, colleagues. We show that commitment by supporting a charitable organization that benefits our vast and diverse community. In 2011/12, GTSC supports the Coast Guard Enlisted Memorial Foundation by donating the proceeds from both our Holiday and Anniversary celebrations. The CGEMF was founded in late 2011 to build a memorial at Tracen Cape May in New Jersey to commemorate the fallen enlisted from the U.S. Coast Guard.



www.CGEMF.org



Angela
Drummond

Chair, The Lion's Den
CEO, SiloSmashers



The Lion's Den

Within GTSC, mid-sized companies have a unique peer-to-peer network of companies that have graduated "beyond small" and are now exploring different avenues to compete against the largest companies in the market. Lion's Den members develop and design programming specific to their needs to provide valuable insight into acquisition and growth strategies employed by the most successful companies in the market.



Learn more about our members in their profiles on www.GTSCoalition.com

Our Founding Members

A1C Partners
 ACSI
 Agilex
 AlphaOmega Technologies
 Akoya
 Aunigma
 Barbaricum
 Battelle Memorial Institute
 BBP Partners
 BlueWater Federal
 CareerBuilder
 Catalyst Partners
 Centra Technology
 CES
 Chameleon Technology
 Partners
 ClearedJobs
 CLT3
 Cognivault
 Composite Software
 Cornerstone Government
 Affairs
 Daon
 Datamaxx
 Dickstein Shapiro
 DRT Strategies
 DSCI
 Dickstein Shapiro
 DynamicPro
 Engility
 GAP Solutions
 Gray Matters
 GTG
 Harris
 Hassett Willis & Company
 HazSim
 Highlight Technologies
 Infinitive Federal
 Interstate Logistics
 IRTI
 IVisionNet
 K2 Share
 Kapstone Technologies





L3 STRATIS
 L3 Security & Detection
 Systems
 LZT Technology
 Masking Networks
 MC Strategy
 Mt. Airey Group
 National Defense Business
 Institute
 NEXT, LLC
 Oxford Federal
 PCPC Direct
 Pearl Grace
 Pherson Associates
 RELCOR
 Richard Skinner Consulting
 Romanyk Consulting
 SAIC
 Sentinel Homeland Security
 SE Solutions
 SiloSmashers
 Strategiconnex
 StrikeForce Consulting
 SureSecure
 Scheren Communications
 TASC
 TecPort
 The Chertoff Group
 The Efia Group
 The Farragher Group
 The Joseph Group
 The SpecPro Group
 ThreeWire Systems
 Tripwire
 Trinity Place Technology
 Uniplus
 Vail Strategies
 Venable
 Warfield Global
 West & Associates

Our Founding Mentors



Security & Detection Systems



STRATIS



The GTSC Mentor program

GTSC and its mentor companies understand how critical a robust, successful homeland and national security market is to our nation's security. Together, these firms are committed to bringing the innovation, ideas and agility of small business to the experience, infrastructure and resources of large companies. GTSC mentors join us to provide advice and counsel to small and mid-sized companies, find new and innovative teaming partners, address challenges in the prime/subcontractor relationship in a neutral environment and improve mentor/protégé communication and success. Both our large and small companies recognize that the best security for our citizens – both physically and economically -- is derived from the ability of our markets to meet the challenges posed by terrorism, natural disasters, and criminal activity. GTSC is grateful to our Founding Mentors for their recognition of the important contribution of small businesses and for their support of our mission.

Mentor Activities

Throughout the year, executives from our mentor companies join our membership and others from our broader community to share their advice and perspectives on the homeland and national security markets. These sessions provide invaluable insight into how large corporations are positioning themselves in the market, opportunities for teaming and partnerships and relationship building between large and small firms.

Mentor Session with TASC on the Homeland Security Outlook

Michael Kelly, Executive Advisor, Homeland & Defense Security

Mentor Session with the Harris Corporation on the Information Technology & Communications outlook for DHS & DOD

Wayne Lucernoni, Vice President, Intel & Civil Programs, Harris IT

Mentor Session with Battelle on the Outlook for CBRNE

John Wade, Vice President and Manager, Joint & Interagency Market Group, Battelle Memorial Institute

Mentor Session with L3 STRATIS: Small Business Outlook

Les Rose, President, L3 STRATIS

Bernard Elero, Senior Vice President, Chief Growth Officer, L3 STRATIS

Wayne Pizer, Vice President, Small Business Programs

"SAIC is excited to build and strengthen our valued relationships within the small business community. We are eager to learn more about our fellow GTSC members' capabilities, foster new relationships, and be a part of working on common issues to improve and advance the homeland security and defense markets."

--Doug Wagoner, Senior Vice President & Business Unit General Manager at SAIC



Wayne Lucernoni and Scott Borg, Director of the U.S. Cyber Consequences Unit in a lively discussion at the GTSC Holiday Event



John Wade, Vice President & Manager, Joint Interagency Market Group, Battelle



Sue Hopkins, CEO, DSCI; Mila Halpine, CEO, Cognivault and Eileen Giglio, National Defense Business Institute at Battelle's Mentor Session.

A Voice for Small & Mid-Sized Companies



GTSC featured member case studies in two issues of *Government Security News* magazine



GTSC made the case for the capabilities and competence of small and mid-sized companies in *HS Today* magazine. (Read the piece at www.GTSCoalition.com)

The Government Technology & Services Coalition is devoted to spreading the word to both Federal agencies and Congress about the accomplishments of small and mid-sized companies, the innovation developed and brought to market by our members and the impact of Federal and Congressional action on our firms.

GTSC was founded by CEOs in the community to address insourcing, threats of sequestration, downturns in the economy, contract bundling, and budget reductions that all had a disproportionate impact on our members.

The Coalition worked to address these issues by launching a proactive media campaign, engaging with numerous government officials and providing a voice for small companies at forums and conferences.

GTSC published two, two-page spreads in *Government Security News* magazine to show how our members can meet the needs of the new Federal budget environment through actual case studies from members. **ThreeWire Systems, The Efiia group, Highlight Technologies, and Gray Matters Technology** all contributed case studies or thought provoking opinion pieces.

GTSC was also a featured opinion in *Homeland Security Today* magazine on the benefits of working with small and mid-sized companies. GTSC praised the Department of Homeland Security and other agencies that have worked well on behalf of small companies.

GTSC has also been included by Chief Procurement Officer Nick Nayak of the U.S. Department of Homeland Security, in a quarterly work group on challenges surrounding communication between the Department and the private sector community. To facilitate and add value to this conversation, GTSC surveyed members and non-members on ways to improve industry days and held a member meeting to discuss constructive ideas on making these interactions more valuable for both industry and government.

Members made creative and substantive suggestions that were submitted to the CPO's office and are being promulgated to the DOD, DOS, DOJ and ODNI communities as well.

The Coalition also participates with the Office of the Director of National Intelligence in their public private partnership workgroup. This group brings together key stakeholders in the private sector with key decision and policy makers in the ODNI, DOD and DHS to build relationships, participate in exchange programs and exchange ideas on ways to improve communication and collaboration between the public and private sectors.



GTSC has also developed working relationships with Members of the U.S. House of Representatives and the U.S. Senate. CEOs participated in several roundtables with Senator Ron Johnson (R-WI) and Congressman Mike Rogers (R-AL), Chairman of the Homeland Security Subcommittee on Transportation Security and a senior member on the House Armed Services Committee. We appreciate their openness and willingness to work on behalf of small and mid-sized firms in the homeland and national security market.

GTSC also forged relationships with InfraGard, the Federal Bureau of Investigation's vehicle for collaboration with the private sector. GTSC's CEO, Kristina Tanasichuk serves on the Board of the InfraGard Nations Capital Members Alliance and will collaborate on GTSC's Cyber Security Awareness event with the group.

The Coalition also had a number of opportunities to contribute to community events including presentations at the AFCEA Homeland Security conference with GTSC Mentor L3 STRATIS, IEEE Homeland Security conference with GTSC Mentor TASC, and at the AFCEA Northern Virginia Army IT Day conference.

GTSC strives to solicit constantly our members' suggestions, opinions and needs to both inform our Federal and Congressional partners and to assure that the Coalition's programming meets and exceeds our members needs and expectations.



GTSC supported the FBI/InfraGard/GMU Cyber Forensics and Security in the National Capital Region conference



GTSC presented with Mentor L3 STRATIS at the AFCEA Homeland Security conference on working with DHS



GTSC presented with Mentor TASC on doing business with DHS at the IEEE Homeland Security conference



GTSC presented at AFCEA's Army IT Day on small business contracting

Our Steering Committee



Elaine Kapetanakis, CEO, Kapstone Technologies with Kate Kudrewicz, Director of Procurement, U.S. Patent & Trade Office



Efrem Perry, CEO, Alpha Omega Technologies and Member Cathy Ware Partridge from Interstate Logistics enjoy networking at GTSC's holiday party



Andrea Stone, CEO, DynamicPro and Patrick Carney, Senior Technical Policy Advisor in the Technical Counterintelligence & Cyber Directorate, ODNI/ONCIX

Chris Gorman, Co-Chair

Managing Director
The Efiia Group

Sue Hopkins, Co-Chair

CEO
Dynamic Security Concepts Inc.

Rebecca Andino

CEO
Highlight Technologies

Julie Hassett

Managing Partner
Hassett Willis & Company

Angela Drummond

CEO
SiloSmashers

Efrem Perry

CEO
AlphaOmega Technologies

Carl Florez

CEO
CES

Kathy Pherson

CEO
Pherson & Associates

Dan Frank

CEO
ThreeWire Systems

Kay Stephenson

CEO
Datamaxx Group

Jenifer Fritz

Director, Federal Services
CareerBuilder

Andrea Stone

CEO
DynamicPro

Elaine Kapetanakis

CEO
Kapstone Technologies

Mary Ann Stoops,
SiloSmashers with Santa and
Angela Drummond, CEO,
SiloSmashers & Chair of
GTSC's Lion's Den



Our Strategic Advisors

Scott Algeier

Executive Director
Information Technology -
Information Sharing & Analysis
Center (IT-ISAC)

Stephen Bucci, Ph.D.

Senior Research Fellow for Defense
& Homeland Security
The Heritage Foundation
*Former Deputy Assistant Secretary of
Defense, Homeland Defense & Defense
Support to Civil Authorities*

Mary Claire Burick

CEO
MC Strategy
*Former General Manager, Albritton
Communications*

Robert Burton

Partner
Venable, LLP
*former Deputy Administrator of the Office of
Federal Procurement Policy, Office of the
President*

Bill Carroll

Senior Partner
StrikeFORCE Consulting Services
*Former District Director, Washington D.C.
Capital Region, United States Customs &
Immigration Service*

Tom Essig

Federal Acquisition & Procurement
Consultant
Former Chief Procurement Officer, DHS

Paul Byron Pattak

CEO
*Pi2 Strategies
former Senior Consultant to the President's
Commission on Critical Infrastructure
Protection*

Richard Skinner

Managing Partner
Skinner & Associates
*Former Inspector General, U.S. Department
of Homeland Security*

Millicent West

CEO
West & Associates
*Former Director District of Columbia
Homeland Security & Emergency
Management Agency*

Chani Wiggins

Principal
The Joseph Group
*Former Assistant Secretary for Legislative
Affairs, U.S. Department of Homeland
Security*

Jim Williams

Senior Vice President, Global
Business Development
Daon
*Former Commissioner of Federal
Acquisition Service, General Services
Administration*

Tom Wilkinson

Executive Director, Intelligence
Fusion, District of Columbia
Metropolitan Police Department



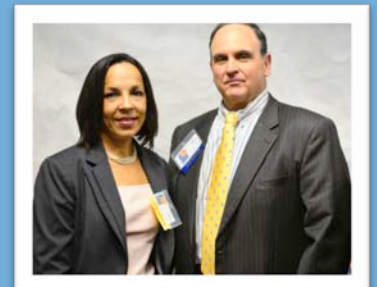
Chani Wiggins and Brian de Vallance, Chief of Staff to Deputy Secretary Jane Holl Lute and Special Advisor to DHS Secretary Janet Napolitano

Our Strategic Advisors are some of the foremost leaders in the homeland and national security markets.



Jim Williams and Susan Reingold, Deputy Director, Acquisition Risk & Senior IC Liaison for Export Control Reform, ODNI

Each carefully selected Advisor provides our members with unprecedented insight, understanding and perspectives on their Federal clients.



Bill Carroll and Janice Ayala, Assistant Director, Domestic Operations, Homeland Security Investigations, Immigration & Customs Enforcement



Dr. Stephen Bucci leads the Coalition's cyber strategy session

Our Strategic Alliances



GTSC Founding Advisor Michelle Mrdeza, Jason Kaufman of the Chertoff Group; and Strategic Advisors Richard Skinner and Steve Bucci, Ph.D. discuss strategies for approaching cyber security opportunities

“We are excited to work with the Coalition to encourage these entrepreneurs to continue exercising their creativity, versatility, and innovations to secure the nation and contribute to our economic recovery.”

--Chad Sweet, Co-founder and Managing Principal of The Chertoff Group



Eileen Giglio, National Defense Business Institute with Santa, CEO, North Pole at the GTSC Holiday Event



The Chertoff Group is a global security firm that provides consulting, business development and M&A advisory services for clients in the security, defense and government services industries. The Chertoff group contributes to GTSC through leadership development on strategies and mid-sized companies in the Federal market; approaches for small companies to survive and thrive; and opportunities for GTSC members to contribute in the Federal security space.

DICKSTEINSHAPIRO_{LLP}

Dickstein Shapiro LLP, founded in 1953, is internationally recognized for its work with clients, from start-ups to Fortune 500 corporations. Given its large presence in Washington, DC, Dickstein Shapiro is especially adept at assisting clients navigate the government contracting and public policy worlds. In particular, Dickstein Shapiro has extensive experience in working with the Defense Department, Department of Homeland Security, and the Intelligence community. Several professionals were in fact instrumental in the creation of the Department of Homeland Security, and provide unique insights into its operations and contractor needs. The firm is highly adept at assisting clients with programs such as the SAFETY act, ITAR and others administered by the DHS and will bring these talents and capabilities to GTSC members to keep them flexible and responsive to the needs of their customers and partners while also maintaining a sharp edge to stay ahead of their competitors.



The National Defense Business Institute (NDBI) was founded with the goal of providing innovative solutions to a defense industry defined by ever increasing pressure to do more with less. NDBI contributes to the policy and programming for GTSC surrounding small and mid-sized challenges at the U.S. Department of Defense.

International Outreach



GTSC Member Cheryl Tyler, CLT3 Consulting (middle left); Kristina Tanasichuk, CEO, GTSC and Maria Avdieevna meet with Vladimir Semynozhenko, head of the State Agency for Science, Innovation and Information Technology, Advisor to Prime Minister Of Ukraine Mykola Azarov and former Deputy Prime Minister.

GTSC International Trade & Consulting Mission: Ukraine

GTSC invited member companies to Ukraine for a one-month mission to discuss security preparations and opportunities for the EURO 2012 international soccer tournament. GTSC member Cheryl Tyler, CEO of CLT3 Consulting, a former U.S. Secret Service Agent, joined GTSC to present on security concerns before the State Agency for Science, Innovation & Information Technology. GTSC also presented before the City and Regional governments of Lviv, several non-governmental organizations (NGOs) and the Lviv Business Alliance.



GTSC congratulates our
Members, Mentors and staff
for a tremendous first year!

Thank you for your
leadership, support and
vision for a stronger
homeland and national
security market.

Our Staff

**Kristina
Tanasichuk**

*Founder & Chief
Executive Officer*



**Michelle
Mrdeza**

*Founding
Principal*



**Jon
Ostrowski**

*Chief Operating
Officer*



**Sue
Crow**

*Vice President,
Membership*



**Leslie
Adlam**

*Vice President,
Government Affairs*



**Kelsey
Bynum &
Dana
Marchitelli**

*Interns
Shown here with
Janice Ayala at our
HSI event*



*One voice for small and mid-sized companies working
in the Federal Homeland and National Security Market.*



Government Technology & Services Coalition
734 15th Street NW | Washington, D.C. | 20005
membership@gtscoalition.com | (703)201-7198 | www.GTSCoalition.com