



GTSC Lion's Den Platform

(Finalized December 3, 2012)

The Government Technology & Services Coalition is home to the Lion's Den, a distinguished cadre of mid-sized company CEOs devoted to the homeland and national security market. Their success, the result of exceptional work for their clients and their outstanding business acumen has graduated them to "other than small" in the Federal market. This status creates new and difficult challenges for mid-sized companies now facing competition from billion dollar behemoths in the market. The Lion's Den is focused on creating and supporting programs, policies and ventures to support the continuum of growth from small to mid-sized through partnership, advocacy and increased business opportunities.

Members of the Lion's Den:

- Support political and policy support for initiatives, programs and opportunities for successful mid-sized firms to continue growing and succeeding in the homeland and national security market.
- Explore opportunities domestically and internationally for cooperation, partnership and business opportunities in a collaborative context to maximize their time and effort.
- Share best practices in a peer-to-peer community on successful joint ventures, venture capital, acquisitions and other tools traditionally used to further growth.
- Partner and team with other small and mid-sized companies within the Coalition to pursue business opportunities.
- Focus on leadership, excellence and ethical business practices in pursuit of the homeland and national security missions.
- Mentor their small business partners within the Coalition to support the next generation of innovation and leadership.