

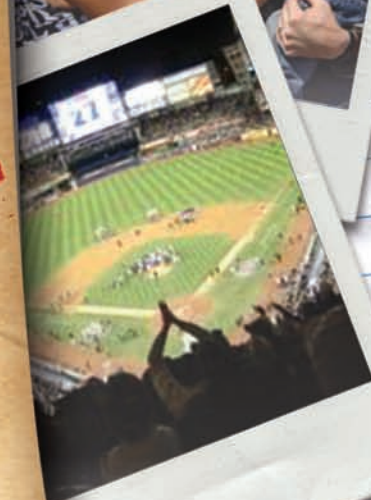


GOVERNMENT TECHNOLOGY
& SERVICES COALITION
ANNUAL REPORT
JUNE 2012 - JUNE 2013

GTSC



**IT'S ABOUT THE
MISSION**



CBP - Customs and Border Protection
DHS - Department of Homeland Security
DOD - Department of Defense
DOJ - Department of Justice
DOS - Department of State
FBI - Federal Bureau of Investigation
FEMA - Federal Emergency Management Agency
GSA - General Services Administration
ICE - Immigration and Customs Enforcement
ODNI - Office of the Director of National Intelligence
WFO - Washington Field Office (FBI)
USCIS - United States Citizenship & Immigration Services
USN - United States Navy

**IT'S ABOUT THE
MISSION!**

*Government Technology
& Services Coalition*

Annual Report

June 2012-June 2013

WELCOME



It's About the Mission.

The Government Technology & Services Coalition (GTSC) is a nonprofit, nonpartisan 501(c)(6) trade association of innovative, agile small and mid-size company CEOs that create, develop, and implement solutions for the Federal homeland and national security sector. These companies founded the Coalition to band together and work with their Federal partners to achieve their mission - despite significant budget challenges - by bringing the innovation, creativity and ingenuity of successful small businesses to the homeland and national security mission. These CEOs -- many former government officials -- joined together to share best practices, information and resources, to lead the initiatives and solutions that would bring the best of our community together to protect our homeland.

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Message from Steering Committee Chair

Dear Members, Mentors and Friends,

What a year two! I continue to be excited and motivated by the tremendous work of the Government Technology & Services Coalition. As Chair of the Steering Committee I have seen so many people get engaged and start making a material difference that our progress this year has been exceptional.

You'll read about all of that later in our Annual Report but I wanted to highlight a few things: the Small Business Collaboration Group (SBCG) was formed in the fall of 2012 to help our members network virtually, find teaming partners and save time, resources and money. We launched this virtual crowdsourcing resource with the help of several GTSC members and are now able to share opportunities, employees and ideas to forward our collective cause.

I'm also really excited about our partnership with Linden Resources and the VetsReady2Work program. Our members are devoted and committed to the homeland and national security community and giving back by helping veterans to reintegrate, find jobs and support their families is critical. I'm proud of the GTSC members who immediately stepped forward to pledge support to this effort and hire disabled veterans.

As far as our capacity, we've expanded considerably. We've increased our public reach, launched a blog and a weekly newsletter for our community, developed several training modules to assist government understand the private-sector process and continued to encourage the positive, revenue generating interactions nurtured by the Coalition.

Finally, I want to thank all of you for your support, your encouragement and your belief in the idea that we could create an ethical, principled group of CEOs who could do the right thing and achieve greater business success. You are all true leaders and I, and the entire GTSC team, am extremely proud to work with you.

Cheers to an amazing year three!!

Chris Gorman
Chair, GTSC Steering Committee
Managing Partner, The Efiia Group

Message from Our Founder & CEO



CEO Welcome

Dear Members, Mentors and Friends,

It's hard to believe it's been only two years! Our team has accomplished so much! In such a short period of time we have attracted some of the most well-known and well-respected companies in our industry and made significant progress toward building a community of innovation and collaboration around the homeland and national security mission.

While it has not been easy to launch a start-up, non-profit organization, so many people in both government and industry reached out to contribute and encourage this community of people devoted to protecting our nation. Why? Because they care about our ultimate goal: the mission of protecting our people, our infrastructure and our economy. This year we were able to tackle tough issues around areas like cyber security, border security, law enforcement, intelligence, and around real-world challenges to execution such as small business capacity, mentor protégé relationships, exchange between industry and government and many more.

We were also able to build our community by giving back: supporting the re-integration of wounded veterans through our strategic partnership with Linden resources, contributing to the Coast Guard Memorial Foundation, and perhaps most importantly, supporting an environment of excellence among our members.

Ultimately we have proven that we are about "doing!" All the flexibility, innovation, creativity of small business is reflected in our accomplishments and buttressed by some of the best small, mid- and large companies working toward our nation's security missions.

All of our members, mentors, partners and advisors work in collaboration to fill a need. As budgets shrink and the mission expands, our members have created a place where innovation, ideas and excellence thrive. Companies in the Coalition partner, mentor, team and learn alongside one another to bring the best solutions, technologies and services possible to our government customers.

This year we also began what will be a tradition of recognizing those individuals who accomplish great things – despite the challenges. We gave our first awards for Federal Small Business Champions and Member and Mentor of the Year. This is only the beginning. GTSC strives to recognize and acknowledge the hard, thankless work performed by so many and recognized by so few through a formal awards program – we invite YOU to offer suggestions for unsung heroes in our midst!

In closing, THANK YOU. We genuinely could not do it without you. Each of you has devoted your time, resources and brainpower to finding new ways to solve increasingly difficult problems. I'm honored to be on this road with you and look forward to continuing to build a stronger, safer country.

My best for a great year!

Kristina Tanasichuk
Founder & CEO



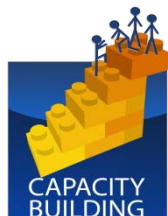
ABOUT US

Our Vision is to provide an ethical, effective platform for information exchange between the public and private sector on homeland and national security ideas, technologies and innovations.

Our Mission is two-fold: first, to provide exceptional advocacy, capacity building, partnership opportunities and marketing in the Federal security space for small and mid-sized companies. Second, to support and assist our government partners achieve their critical missions with the highest integrity; best and most innovative technologies; and results-based, quality products and services to prevent, protect against, mitigate, respond to and recover from any terrorist attack or natural disaster.

Our Programming.

The Government Technology & Services Coalition focuses on a holistic approach to our members' success, from insight into government clients to enhancing business development resources and building internal business capacity. Working with the U.S. Departments of Homeland Security, Defense, Justice, State, and the Office of the Director of National Intelligence, GTSC works to educate our members through the following types of sessions:



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 an A-list of advisors, mentors 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 Roundtables.

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 members to share their insights, lessons learned and advice for others working in the Federal homeland and national security markets.



Insight Sessions.

GTSC Insight sessions 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.



Market Solutions Series.

The Market Solution Series provides an inside look at creative, successful interactions and challenges that may be impeding growth 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 result in success. This series was developed in response to members who were interested in creative ways to partner and team to win business with the Federal government.



Mentor Sessions.

Throughout the year, executives from our mentor companies join our members 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 partnership and relationship building between large and small firms.



Insight Sessions.

GTSC Insight sessions 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.

Insight Session with Linda Jacksta

Executive Director, Cargo Systems Program Office, CBP, DHS

National Preparedness Month: Focus on FEMA

David Silverberg

Editor, *Homeland Security Today*, and Author, *Master of Disaster: The Political & Leadership Lessons of America's Greatest Disasters*

Linda Mathes

CEO, American Red Cross of the National Capital Region

Darryl Madden

Director, READY Campaign, FEMA, DHS

David J. Kaufman

Office of Policy & Program Analysis, FEMA, DHS

Antwane Johnson

Division Director, Integrated Public Alert and Warning System, FEMA, DHS

Vincent Brown

Senior Program Specialist, Federal Insurance & Mitigation Administration, FEMA, DHS

Sara Bryant

Section Chief, Grant Directorate, FEMA, DHS

Kimberly C. Brown

Deputy Branch Chief, Program Management Operations Branch, Office of Chief Procurement Officer, FEMA, DHS

Cyber Security Awareness Month: Focus on the FBI

Kent Knudsen

Information Systems Security Management, K2Share

Stephen Howard

Executive Director, TecPort Solutions' Cyber Defense & Compliance, Forensics Services Division

Scott Algeier

Executive Director, IT-ISAC & Strategic Advisor, GTSC

Trent Teyema

Assistant Special Agent in Charge, Cyber Division, FBI-WFO

Christopher Graham

Unit Chief, National Intellectual Property Rights Coordination Center, Cyber Criminal Section, FBI, DOJ

Nicholas Savage

Assistant Section Chief, Cyber Criminal Section, FBI, DOJ

Larry Castro

Managing Director, The Chertoff Group

OUR PROGRAMMING

Insight Session with Rendell Jones

Associate Director, Management Directorate, USCIS, DHS

Insight Session with Chairman Michael McCaul

Chairman, House Committee on Homeland Security

Insight Session with Charles Armstrong

Assistant Commissioner and Chief Information Officer, CBP, DHS

Guy Torres

Director, Information Technology Contracting, CBP, DHS

The View from Appropriations: Timeline for Sequester

Charles Kieffer

Staff Director, Homeland Security Appropriations Subcommittee, U.S. Senate

Ben Nicholson

Majority Clerk, House Appropriations Committee, Subcommittee on Homeland Security, U.S. House of Representatives



Insight Session with Dr. Starnes Walker

Chief Technology Officer & Technical Director, U.S. Fleet Cyber Command & U.S. Tenth Fleet, U.S. Navy

Insight Session with Beth Anne Killoran

Executive Director, Office of Program Accountability and Risk Management (PARM), DHS

Insight Session with Dr. Daniel Gerstein

Deputy Under Secretary, Science & Technology Directorate, DHS

Insight Session with John Morton

Director, ICE, DHS

Insight Session with Gary Galloway

Deputy Director, Office of Information Assurance, DOS

Lunch & Learn: The Congressional Budget Process

Michelle Mrdeza

Founding Partner, GTSC

Lead, Homeland Security Practice Group, Cornerstone Government Affairs & former Majority Staff Director of the House Committee on Appropriations, Subcommittee on Homeland Security

Got Talent? Human Resources for Small Business

Kathleen Smith

Chief Marketing Officer, ClearedJobs.Net

Jen Fritz

Director, Federal Government Solutions, CareerBuilder

Rob Edmonds

Director, Sales and Marketing, Uniplus and Chair, GTSC Small Business Collaboration Group (SBCG)

Your Legal, Insurance & Ethical Responsibilities: An Update

Richard Conway

Partner, Dickstein Shapiro and Strategic Partner and GTSC Strategic Partner

P. Allen Haney

CEO, P. Allen Haney Company and GTSC Strategic Advisor

Amy Hutchens

General Counsel, Vice President Compliance & Ethics Services, Watermark Risk Management International



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 an A-list of advisors, mentors 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.

Writing Proposals for DHS & DOD

Tom Essig

Former Chief Procurement Officer at DHS; Owner, TWE, LLC & GTSC Strategic Advisor

Josh Kussman

Sr. Vice President, The Sentinel HS Group

Understanding GSA with Jim Williams

Senior Vice President, Daon & Former Commissioner of the General Services Administration's Federal Acquisition Service & Acting GSA Administrator

Working with the "Big Guys" - How to Manage your Resources for both Strategic & Tactical Planning

Mary-Claire Burick

CEO, MC Strategy and GTSC Strategic Advisor

Josh Kussman

Sr. Vice President, The Sentinel HS Group

Chris Lawrence

Vice President, Engility and GTSC Mentor

Marketing: You've Got the Plan, How Does That Translate to Your Federal Clients?

Victoria Laing

Senior Account Manager, Gotham Government Solutions

Mary Ann Stoops

Principal, Savvy Marketing Partners LLC

Earl Holland

President, Growth Strategy Consultants & GTSC Strategic Advisor

Why Does Your Capacity Matter?

A Word from our Mentors

Andrea Marsh

Senior Market Manager and DHS Lead, Battelle

Anne Petera

DHS Client Executive, Harris IT Services, former Assistant Secretary for Intergovernmental Affairs, DHS

Wayne Pizer

Vice President, Small Business Programs, L-3 STRATIS

Michael Kelly, Senior Director, Infrastructure Protection & Security, TASC, Inc.



CEO-to-CEO Roundtable with
John Rothenberger, CEO, SE Solutions

CEO-to-CEO Roundtable with
Sue Hopkins, CEO, DSCI



CEO-to-CEO Roundtables

No one understands the challenges and demands of the market like someone who has grown a successful company in it. CEOs in the GTSC community join members 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 Solutions Series provides an inside look at creative, successful interactions and impediments 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 result 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.

State of the Homeland & National Security Markets: Agilex and The Chertoff Group

Time Hoechst

Chief Technology Officer, Agilex

Jason Kaufman

Managing Director, The Chertoff Group

Marrianne Meins

President, Intelligence, Agilex

Dr. Gary Shiffman

Managing Director, The Chertoff Group

Matt Warren

President, Homeland Security, Agilex

Market Solutions Series: Focus on Joint Venture Structures & Implementations

Lisa Martin

CEO, LeapFrog Solutions, Inc.

Brian Nault

President, BlueWater Federal Solutions, Inc.

Malcolm Sandilands

Partner, Dickstein Shapiro LLP and Strategic Partner to GTSC

Devon Hewitt

Member, Protorae Law PLLC

CEO-to-CEO
Roundtables

OUR
PROGRAMMING

Market Solutions
Series

Building Our Community

Members, mentors, and partners in 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 charitable organizations that benefit our vast and diverse community, supporting efforts to reintegrate our warfighters and assure that we maintain the highest levels of physical and cyber security for our facilities.

OUR COMMUNITY



Linden
RESOURCES

VETS READY2WORK

Linden Resources

GTSC partnered with Linden Resources to find meaningful employment for veterans on their return to civilian life. Linden Resources' Vets Ready2Work™ program empowers veterans with disabilities to attain and sustain employment, enabling them to achieve independence and regain self-sufficiency. GTSC member companies work with Linden to hire veterans, provide feedback on workplace requirements and refer veterans to the program. Thank you to the GTSC members who immediately committed to work to place veterans in meaningful positions:



STRATIVEST, LLC

"We are excited to partner with the Government Technology & Services Coalition and expand opportunities to support our wounded warrior veterans as they find and keep meaningful jobs." --Linda Chandler, CEO, Linden Resources



Coast Guard Enlisted Memorial Foundation

During 2012-2013, GTSC supported the Coast Guard Enlisted Memorial Foundation by donating the proceeds from both the Holiday and Anniversary celebrations. The CGEMF was founded in late 2011 to build a memorial at Tracen Cape May New Jersey to commemorate the fallen enlisted of the U.S. Coast Guard.



STOP | THINK | CONNECT™

Stop. Think. Connect.

GTSC joined the Stop. Think. Connect. campaign through DHS' National Protection and Programs Directorate (NPPD) to help spread the word about cybersecurity and Internet safety among members and the community. In addition to supporting the campaign, GTSC annually hosts a cyber security awareness event in partnership with InfraGard, an alliance with the FBI's Washington Field Office and individuals committed to protecting the nation's critical infrastructure.

Pending Membership

GTSC believes that small businesses should not be excluded from our community due to limited resources. To assure that emerging companies can take advantage of the partnerships and resources in GTSC, we developed the "pending membership."

In Italy, café customers can pay for a "caffee sospeso" – a pending coffee that can later be claimed for free by those who can't afford one. The legend is:

"Right after the war, many gentlemen had lost everything they had and couldn't even afford coffee. Now, being that black hot liquid pleasure was not considered a treat, but rather a basic human right in the life of any Neapolitan, those gentlemen who could still afford to have one, took a habit of paying for two: one they drank, the other was credited, to be had by the first peer who would walk in the bar. The bartender would then say 'Would you like a coffee sir?' Which meant: there is a coffee paid for you if you can't afford one."

Companies under \$2.5 million in revenue can join GTSC for free when matched with a Pending Membership sponsor. Thank you to our first Pending Membership sponsors:



Business Workshops for Government

Meeting with Executive Officials throughout the Federal government, the Government Technology & Services Coalition heard repeatedly that everyone wanted – and needed – a better understanding of the private sector. To that end, GTSC developed four workshops that provide a mini "MBA" on the lifecycle, process, challenges and decisions that companies face as they enter and grow in the Federal market.

Taught by CEOs and C-suite level executives from the GTSC membership, these workshops increase the understanding and exchange between industry and government. Members of the GTSC's Lion's Den were asked to present a 3.5 hour workshop on the mid-tier process before contracting officers at DHS. If you are interested in more information or would like to schedule a workshop, please contact us at: www.GTSCoalition.com



GTSC Recognition Awards

GTSC members believe that numerous public and private sector officials work to protect the homeland every day. Many work with little recognition on challenges and issues that are critical to achieving the mission of protecting our country. GTSC presents a number of awards at our Anniversary and Holiday events to recognize these heroes and raise awareness of their contributions to the homeland and national security mission. Have an idea to recognize some unsung heroes? Let us know!



*Dr. Nick Nayak & Under Secretary
Rafael Borrás - Federal Small
Business Champions*

Federal Small Business Champion of the Year

Federal Small Business Champion of the Year is awarded annually to the Federal official(s) who show a distinct commitment and tangible results toward improving the environment and success for small businesses in the federal homeland and national security market.

Market Maven Award

This award is presented to an exceptional individual who contributes in a concrete and tangible way to the efficiency, productivity and effectiveness of the homeland and national security market. They are proven as a thought leader with a belief in increasing individual opportunity, the power of free enterprise and the nurture of innovation to advance and support the homeland and national security mission.

Most Valuable Player Award

Presented to an exceptional individual who contributes in a concrete and tangible way to the efficiency, productivity and effectiveness of the homeland and national security market. The awardee must be a proven thought leader with a belief in increasing individual opportunity, the power of free enterprise and the nurture of innovation to advance and support the homeland and national security mission. MVP is awarded to a federal official who modernizes and improves the operations and performance of an agency, component, program or division to increase capacity and speed delivery, use innovation and improve performance. These leaders also focus on the future – developing strategies and plans to address our constantly changing, dynamic threat environment.

*Small Business Member of the Year:
Hassett Willis and Company*



Small Business Member of the Year

The award is presented annually to the GTSC Member that exemplifies exceptional quality and ethics for the Federal government, a commitment to GTSC's small business members and advocacy on behalf of our community.

Mentor of the Year

Mentor of the Year is awarded annually to the GTSC Mentor who has worked to increase members' understanding of the homeland and national security market, increase business opportunities for small companies through formal and informal mentoring and engage with GTSC to promote an innovative, robust, fair market for all.

Mid-Tier Member of the Year

Mid-Tier Member of the Year is awarded to the firm that has contributed positively to increasing the opportunities, ideas and understanding of mid-tier companies in the Federal market. Coined "other than small", these companies are often "punished" for their success. GTSC's Mid-Tier Member of the Year works on market solutions, creative market partnerships and increased options for growth.



Mentor of the Year: L-3 STRATIS



OUR MEMBERS!



Kevin Boshears, DHS, discusses options for mid-tier companies in contracting
Vice President, NCI

The Lion's Den

The Government Technology & Services Coalition is home to the Lion's Den, a distinguished cadre of mid-sized companies 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 ineligible for set-asides and facing intense competition from very large companies. 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.



BARBARICUM

Battelle
The Business of InnovationB|B|P
partners

BDO

Blue
Captureces
Integrity at WorkCYBERDATA
TECHNOLOGIES

Daon

Datamaxx
GROUP

DECISIONPOINT



Dynamic Pro Inc



EAGLERAY

ENGILITY
Your Mission. Our Commitment.GOTHAM
government solutionsHASSETTWILLIS
AND COMPANYHazSim™
Hazardous Material Simulation Training
patent pending

IBM



Itergy



Nextesse



RELCOR

Richard Skinner
Consulting, LLCRMR
TECHNOLOGY
GROUP

RSDCGROUP

SAIC

SouthernCrux
INTERNATIONAL, LLC

STRATIVEST, LLC



theefiigroup



Warfield Global

Winn
Strategies
LLC

WMI--LifeSafety Technologies

L-3 Security & Detection
Systems

L-3 STRATIS

LeapFrog Solutions, Inc.

Level 4 Security

Linden Resources

LZ Technology

Masking Networks, Inc.

MC Strategy

MHA Technologies

MobilePro Systems

MSA, Inc.

NDBI

NCI, Inc.

NEXT, LLC

Nextesse, LLC

NextGen Consulting

Notarius

NTT Data

Old Dominion Strategies

P. Allen Haney Company

PCPC Direct

Pearl Grace Group, Inc.

Pherson Associates, LLC

Piton Science & Technology

Platinum Systems, Inc.

PReSafe Technologies

ProQual IT

Pyramid Systems

Red River

REGA Solutions

RELCOR

Richard Skinner Consulting

RMR Technology Group

RSDC Group

SAIC

Scheren Communications

SCI Consulting

SE Solutions, Inc.

Security Industry Association

SiloSmashers

Southern Crux International

Strativest, LLC

Strike Force Consulting

Sure Secure Solutions

TASC

TeamCatapult

TechAnax

TecPort Solutions

The Chertoff Group

The Efiia Group

The Sentinel HS Group, LLC

Trinity Place Technology

Tripwire Operations Group

TWE, LLC

Uniplus Consulting

Vector Technical Resources

Venable

Veteran Computer

Consultants

Warfield Global

Winn Strategies

WM Industries

Z&A Inc.



Our Mentors

Mentor companies of the Government Technology & Services Coalition understand how critical a robust, successful homeland and national security market is to our nation's security. Together with our members, 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.





Mentoring

Throughout the year, executives from our mentor companies join our members to share their advice, discuss the convergence of homeland and national security and provide their perspectives on the homeland and national security markets. These sessions provide invaluable insight into how large corporations are positioning in the market, what opportunities exist for teaming and partnerships with them, and relationship building between large and small firms.

MENTORING

Mentor Session: L-3 STRATIS

Keith Thompson

Vice President and Director of Homeland Security Solutions, Civil Government Business, L-3 STRATIS

Mentor Session: TASC

Michael Kelly

Senior Director, Infrastructure Protection & Security, TASC

Why Does Your Capacity Matter: A Word from our Mentors

Michael Kelly

Senior Director, Infrastructure & Security, TASC, Inc.

Chris Lawrence

Vice President, Engility

Andrea Marsh

Senior Market Manager and DHS Lead, Battelle

Anne Petera

DHS Client Executive, Harris IT Services and Former Assistant Secretary for Intergovernmental Affairs, DHS

Wayne Pizer

Vice President, Small Business Programs, L-3 STRATIS

"We recognized immediately the value of GTSC as a place where big, mid- and small-sized companies collaborate to solve challenges and move the market forward,"
-- Les Rose, president of L-3 National Security Solutions.

Mentor Session: L-3 Communications Security & Detection Systems

Ellen Howe

Director of Business Development, L-3 Communications Security & Detection Systems

Mentor Session: SAIC

Robert Magee

Assistant Vice President of National Security and Cybersecurity Group, SAIC

Mentor Focus Group

Mentor executives also meet to discuss how to improve the mentor-protégé relationship and their partnering and teaming with small business. Our mentors examined what they look for in a teaming partner - from the initial capabilities statement and in-person meeting to building strategic alliances that last beyond one contracting opportunity. Mentors developed their top pointers for small companies looking to work with large companies.



A Voice for Small and Mid-Sized Companies.

Continuing our tradition of spreading the word, during the 2012-2013 year, the Coalition expanded your voice and reach throughout government, industry and among the homeland and national community. A large part of our mission is to ensure that the innovations, accomplishments and successes of our members are represented with other stakeholders.



We have participated with numerous government partners including the Departments of Homeland Security, State, Defense, and Justice, as well as the Office of the Director of National Intelligence. Throughout these conversations, GTSC heard repeatedly that what was needed was a “workshop” or “briefing” on the private sector. To that end, GTSC was the first organization to approach DHS with a workshop focused on the small business process, decision points and vulnerabilities. That initial workshop evolved into a four part series that is scalable for our government partners and covers the small, mid- and large company process. As part of an on-going effort at DHS, GTSC Lion's Den members were invited to present a 3.5 hour workshop on the mid-tier process.

Throughout government, we find our partners grappling with how to engage industry, understand the rapid pace of innovation and move our security forward despite significant budget challenges. A number of agencies are working on innovative methods to infuse this innovation into existing processes – the U.S. Department of Homeland Security's Management Directorate has made achieving their small business goals a priority and a reality. While achieving these goals seems like the right thing to do, it is also the best way to incentivize both government and industry to find new ideas, innovative companies and constantly refresh our way of thinking about security.

GTSC also worked with our Strategic Partners – particularly the Security Industry Association to increase the reach and understanding of the needs of Federal agencies among commercial security providers. GTSC presented a workshop on how to do business with the Federal government at ISC East, moderated a panel on Market Drivers in the Government Space and contributed to the *SIA Fiscal Year Informer* with a piece on tips for doing business in the Federal market published in *Security Systems News* magazine.



The Coalition continues to maintain representation on the board of the InfraGard National Capital Region Members Alliance (INCRMA), the information sharing mechanism between the Federal Bureau of Investigation and the private sector. InfraGard's mission is to improve and extend information sharing between critical infrastructure stakeholders, with the government, particularly the FBI, to protect those infrastructure assets from physical and/or cyber attack. For Cyber Security Awareness month, GTSC partnered with InfraGard to increase awareness of cyber threats. GTSC members **Kent Knudsen**, Information Systems Security Management, K2Share; **Stephen Howard**, Executive Director, TecPort Solutions' Cyber Defense & Compliance, Forensics Services Division; and **Scott Algeier**, Executive Director, IT-ISAC and Strategic Advisor to GTSC participated as panelists during the session.

“We believe that **Under Secretary Borrás** and **Dr. Nayak** have clearly demonstrated their **commitment** to assuring that the **innovation** of **small companies** is constantly applied to the **homeland security mission**... We believe that the **leadership of DHS** has recognized that we must **have a mechanism** to **infuse** our current system with **new ideas**, cutting edge technologies and **actual solutions** -- and **small businesses** are the source of that.”

—Kristina Tanasichuk, CEO, Government Technology Services Council

GTSC has also worked with IEEE to advance the “business” side of technology development. Speaking on the Homeland Security conference’s business panel, GTSC’s message focused on developing both internal capacity and business acumen alongside the development of innovative technologies. For the 2013 conference, GTSC is participating by planning the curriculum to highlight the need for a business approach to technology and has participated in radio interviews on the *Promise of Tomorrow* radio program.

We have also worked with The Armed Forces Communications and Electronics Association (AFCEA), joining and speaking to their small business committee and teaching a half-day course on doing business with the U.S. Department of Homeland Security.

The Coalition expanded its own reach considerably through the use of social media, such as Facebook and Twitter. We launched “the Weekly Insider,” a summary of activities and articles for our public community. Additionally, we launched a blog to discuss challenges in the convergence of homeland and national security, challenges working in the Federal environment and understanding how to navigate various security agencies.

Members requested more virtual collaboration. In response, several GTSC members developed the Small Business Collaboration group, detailed below, designed to provide a significant social networking information exchange platform to help member companies connect, “crowd source” information and find partners and staff. Members can join collaboration groups on Capacity Building, Opportunities and Intelligence, Help Wanted and The Bench in addition to creating their own private collaboration groups.



The SBCG was created by:

Chris Gorman

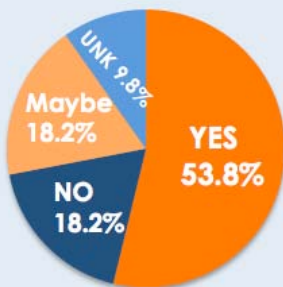
Jim Annulis

Rob Edmonds

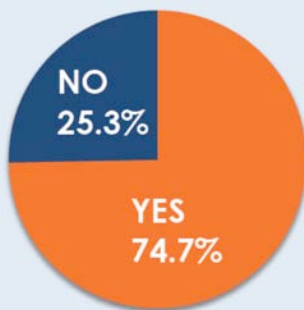
Ravi Singh



Will Your Clients' Mission be Impacted by Sequestration and/or Budget Cuts?



Prepared For Sequestration?



Impacts of Sequestration & Budget Cuts on Homeland & National Security

Part of understanding and building our community is keeping a pulse on the market. GTSC believes that our organization must have a deep understanding of the impacts of Federal action on the small business community because in many ways, small businesses are the “canaries in the coal mine” for new policies and regulations for the entire contracting community. The Government Technology & Services Coalition is committed to finding ways to bring your voice to our nation’s leaders – through surveys, workgroups, focus groups or polls – we will turn to you throughout the year to gauge and measure how you are doing and how we can do better.

This year, with all eyes on sequestration, GTSC sought to collect information on how both sequestration and budget cuts would impact small, mid-, large companies and their Federal clients. In June, we released the results of the survey on the impacts of government spending cuts on the homeland and national security missions. Two hundred twenty four respondents weighed-in about actual and planned impacts to the contracting community engaged in mission-critical activities:

- Nearly 75% of respondents are preparing for sequestration
- Companies are preparing by reducing their marketing budgets (29.8%), laying off staff (26.7%), reducing public relations budgets (22.7%), cutting services (19.6%), leaving the Federal market (18.7%) and bringing services in-house (15.6%)
- “Other” preparations include reducing salary and benefits, raising prices, decreasing recruiting and moving into commercial markets
- Almost 30% of respondents – for the most part emerging and small companies – think they *may not* or *definitely will not* survive sequestration
- Fifty-four percent of respondents believe sequestration will materially impact the ability of their federal clients to conduct their stated missions
- Respondents believe the long-term effects include: weakening of national security and preparedness, uncertainty about the federal market, loss of skills and experience in vital missions, and increased efficiency
- Respondents believe the short-term effects include: uncertainty, distraction from the mission, loss of jobs and decreased morale

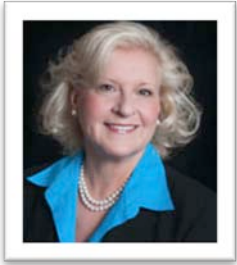
We encourage you to join with us to assure your voice is heard – respond to our surveys and participate with us as much as time allows.

ACTION GROUPS



GTSC Action Groups

form and disband to serve specific requests by Federal partners, issues on which the Coalition wishes to engage and to forward thought leadership around mission areas critical to our homeland and national security.



Dr. Sherilyne Dougherty
DAI
Chair, Human Capital & Learning



Tom Hughes
Datamaxx
Chair, Secure Information, Identity & Intelligence Sharing



RADM Don Loren (ret.), U.S. Navy
Old Dominion Strategies
Chair, International Outreach



Brandon Torres Declet
Southern Crux International
Strategic Advisor to International Outreach



Nicole Gellar
GCS
Co-Chair, DHS Engagement



Sara Kindsfater-Yerkes
TeamCatapult
Co-Chair, DHS Engagement



Mary-Claire Burick
MC Strategy
Strategic Advisor to DHS Engagement



Bob Namejko, DHS, provided an update on sequestration to GTSC's Steering Committee

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Managing Partner
The Efiia Group

Rebecca Andino

CEO
Highlight Technologies

Ryan Denmark

CEO
RSDC Group

Dr. Sheri Dougherty

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Director of Product Management
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John Rothenberger

CEO
SE Solutions, Inc.

Kay Stephenson

CEO
Datamaxx Group

Andrea Stone

CEO
DynamicPro

Carmine Taglialatela

Vice President
TecPort Solutions, Inc.

Larry D. Treverbaugh

CEO
K2Share

"After working at the Department of Homeland Security and forming my own woman-owned small business to continue to affect positive change at DHS, Hassett Willis and Company is committed to improving the small business market environment"
-- Julie Hassett,
Managing Partner

Scott Algeier

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

Steven Bucci, Ph.D.

Director
Allison Center for Foreign Policy and Senior
Fellow for Homeland Security & Defense Issues
The Heritage Foundation
Former Deputy Assistant Secretary of Defense
for Homeland Defense & Defense Support of
Civil Authorities

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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
Strike Force Consulting Services
Former District Director, Washington D.C.
Capital Region, USCIS

Steven Cooper

Partner
Stratinvest, LLC
Former Chief Information Officer, FAA and
Former First Chief Information Officer, DHS

Brandon Torres Declet

CEO
SouthernCrux International LLC
Former Counsel to Senator Dianne Feinstein (D-
CA) on the Senate Committee on the Judiciary
and as Counsel to Representative Bennie
Thompson (D-MS) on the House Committee on
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Chani Wiggins

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Winn Strategies, LLC
Former Assistant Secretary
for Legislative Affairs, DHS

Jim Williams

Senior Vice President
Global Business Development
Daon
Former Commissioner of the General
Services Administration's Federal Acquisition
Service

Tom Wilkinson

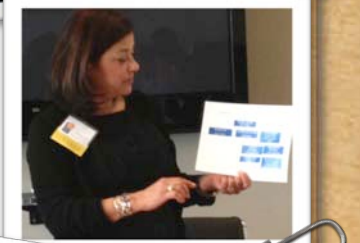
Executive Director
Intelligence Fusion Division
Homeland Security Bureau
Metropolitan Police Department

Charles Winwood

Senior Consultant
Border Security and
Enforcement
Former Deputy Commissioner
U.S. Customs Service

STRATEGIC
ADVISORS

LEADERSHIP



STRATEGIC PARTNERS



GTSC is proud to have strategic alliances with the foremost organizations in the homeland and national security industry. These organizations are committed to a robust and cooperative exchange between the public and private sector to assure the security and safety of our nation.



The Chertoff Group is a global security advisory 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 the Coalition's thought leadership development on strategies and tactics for 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.



Dickstein Shapiro LLP, founded in 1953, is internationally recognized for its work with start-ups to Fortune 500 corporations. Dickstein Shapiro is especially adept at assisting clients navigate the government contracting and public policy worlds with extensive experience with the Defense Department, Department of Homeland Security, and the Intelligence community. Several professionals were 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.



Linden Resources was founded in 1959 by parents seeking jobs for their adult children with disabilities. Linden has grown to employ and provide job placement and other innovative services and programs to more than 270 individuals each year. Linden and GTSC partnered to find meaningful employments for veterans through their Vets Ready2Work™ program.



The National Defense Business Institute (NDBI) at The University of Tennessee College of Business Administration was founded with the goal of providing innovative solutions to a defense industry defined by ever increasing pressure to do more with less. The Executive Director, Dave Patterson, former Principal Deputy Under Secretary of Defense (Comptroller), heads the only defense-focused collegiate research organization in operation today, NDBI is uniquely positioned to service the needs of our public sector clients.



The Security Industry Association (SIA) is the leading trade association for electronic and physical security solution providers. SIA protects and advances its members' interests by advocating pro-industry policies and legislation at the federal and state levels, creating open industry standards that enable integration, advancing industry professionalism through education and training, opening global market opportunities, and fostering collaboration with other like-minded organizations. As a proud sponsor of ISC Expos and Conferences, and owner of the Securing New Ground Conference, SIA ensures its members have access to top-level buyers and influencers, as well as unparalleled learning and networking opportunities.

INTERNATIONAL OUTREACH

*Don Loren, CEO, Old Dominion Strategies & Chair, GTSC
International Outreach & Brandon Torres Declet, CEO,
Southern Crux International & GTSC Strategic Advisor to
the International Outreach*



GTSC has engaged with the Hague Security Delta (HSD) and developed a working relationship to promote business exchange and networking with "the Security Port to Europe." The HSD, the largest and continuously growing network of businesses, governments and knowledge institutes in Europe has created a hub of business, government, academia and numerous nations focused on nurturing the business of security in Europe.



Québec



GTSC worked with the government of Quebec to organize a cyber security trade mission. Strategic Advisor Dr. Steve Bucci and former Deputy Assistant Secretary of Defense for Homeland Defense & Defense Support of Civil Authorities briefed companies from Quebec on the cyber security landscape and companies participated in a targeted speed-dating matchmaking session with GTSC members and friends. The Chertoff group presented a "state of the cyber market" briefing before a networking event where Canadian companies were able to present their capabilities and find partners in the United States.

*I cannot thank GTSC enough for
connecting me with companies from
the cyber technology sector in
Canada during a "speed dating"
business event. One of the companies
was a perfect match. Thanks GTSC
for being a great business partner and
looking out for us!*

*Amy Hutchens
Watermark Risk Management
International, LLC*

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GTSC thanks our
members, mentors,
advisors and partners
for working with us
to stay focused on
the mission of
securing our country!

Thanks to the
staff of GTSC!



Kristina Tanasichuk

Founder & Chief
Executive Officer



Jon Ostrowski

Chief Operating Officer



Linda Andersen

Membership Director



Whitney Kazragis

Public Affairs Manager

SPECIAL THANKS to our GRAPHIC ARTIST

DAVID BROGDEN

www.PPH.me/davidbrogden

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MISSION



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