



**2019**  
ANNUAL REPORT

**“A Man Wrapped up in Himself  
Makes a Very Small Bundle.”**

Benjamin Franklin



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THE CEO

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“Government of the people, by the people, for the people,  
shall not perish from the Earth.”

Abraham Lincoln

# Letter From The CEO



Dear Members, Colleagues, and Friends,

Twenty nineteen was the year the “concept” of our logo proved prescient. I’m not sure all of you know we developed the logo to represent all of us banded together (orange circle) to cast a larger shadow on the homeland security market (gold circle). From our inception, all of our members understood that unified, we are much more than we are individually and the image projects that we are much more together than we are individually.

Enter the government shut-down that marked the beginning of 2019.

It started as a ROUGH year with the government shut-down for 35 days. The hold pushed numerous opportunities down the road and caused us to alter our programming schedule considerably. It was cause for some sequestration relief at our 2018 Annual Meeting!!

But, as you’ll see in this year’s Annual Report, WE STILL THRIVED! And our members led the charge to get both the government and the contractors paid. Thanks to you and your support we made it through and added to our membership, started new programs, and further served our homeland security community.



Over one million people viewed our pieces at Homeland Security Today and our awards have become the pinnacle of recognition in homeland security. This year, nominations came from across the country with major metropolitan areas like Los Angeles, New York and everywhere in between submitting their best to get just a bit of the recognition they deserve. Special thanks to our supporters for the awards – E2.71 Advisory Services, former CIO at CBP Charlie Armstrong’s firm, Schambach & Williams, and Potomac Ridge Consulting. Their support helped us bring these heroes to Washington, D.C.

We launched our Job Board at Homeland Security Today, launched law-enforcement only webinars to share information on terrorist tactics and trends, we hosted our first IRS day, and we crossed over a significant financial milestone as an organization.

In addition to maintaining nearly all of our other meetings with components across the U.S. Department of Homeland Security.

We also represented our members in numerous activities, from DHS’s Reverse Industry Days, to innovation in the IC community, to addressing concerns over contracting activity at DHS. Our members were engaged, active, and participated throughout to assure that small and mid-tier companies were not left out of the future at DHS.

We have steadfastly built an organization of which to be very proud. A group of people who not only talk the talk, but walk the walk. Who wear blue on #wearblueday to raise awareness around human trafficking, who play a round of TopGolf to support the training of our law enforcement communities, who support recognizing those protecting us every day, every minute. Who think of ways to make our market, and our execution of some of the most important contracts in the world, better.

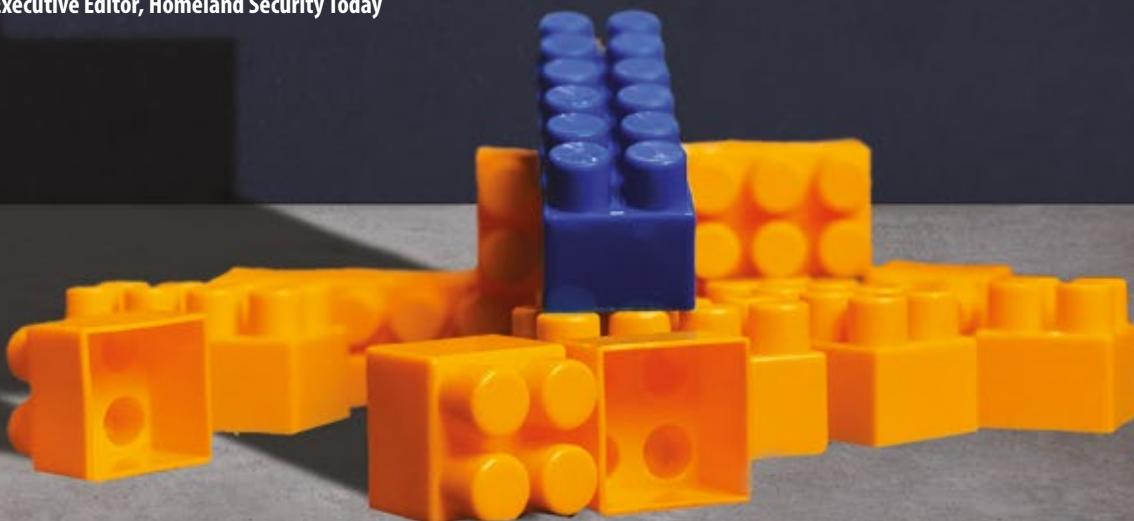
For that I thank you all and I look forward to what the decade of 2020 will bring to all of us collectively and each of you individually! Cheers to a new decade of success!

## Kristina

Kristina Tanasichuk

**CEO, Government Technology & Services Coalition**

**Executive Editor, Homeland Security Today**







## Our Vision

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 to secure America.

## Our Mission

Our Mission is to provide exceptional advocacy, capacity building, partnership opportunities and marketing in the Federal security space for small and mid-sized companies. To do that we believe that GTSC must help our Federal 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

GTSC has focused on programs to make our members smarter, better and more efficient at their business development, networking, partnering, and teaming. Our programming evolved over time to bring decision makers from our federal partners together with our members to take a "deep dive" into components and directorates so that we could understand the mission from end to end, and the services, technologies and talents that enable that mission to move forward.

**GTSC works to educate our members through the following types of sessions:**



### 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.



### 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 provide member companies with the best tools available to them to build their internal capacity and further their growth.



### Business Development Exchange

The GTSC Business Development Exchanges (BDEs) are member-led trusted environments to meet and develop potential teaming partners, improve business development efforts and share information among peers. GTSC currently supports BDEs in the U.S. Department of Homeland Security and the U.S. Department of Defense.

# About Us

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.

GTSC focuses on the U.S. Department of Homeland Security, Justice, Defense, State, Treasury and the Office of the Director of National Intelligence.



## Subject Matter Insights

To address the cross-disciplinary emerging topics, in 2018, GTSC launched Subject Matter Insights focused on the signature GTSC deep dive into a topic of interest across the homeland enterprise. The inaugural event, focused on Artificial Intelligence and Big Data analysis, featured speakers from the Office of the Director of National Intelligence, the Transportation Security Administration, and Customs & Border Protection looked at how agencies are using AI now and how they see it evolving in the future.



## 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.



## Market Solution 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.



## CEO to CEO

No one understands the challenges and unique demands of our market like someone who has grown a successful company in it. 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.

# Member Engagement

GTSC provides our members with numerous opportunities to have their voices heard on decisions, planning, and operations with our government partners. GTSC actively participates with the mission and procurement officials responsible for the decisions that can make or break your company. We have developed a number of active workgroups:

## Industry Outreach

Across government our partners have struggled with finding the appropriate mechanisms to reach out to industry not only to inform but to problem solve. GTSC has worked with numerous components and agencies to help current and potential government contractors understand their clients and their mission, and with our government partners to find innovative ways to bring their needs to the contracting community.

## Acquisition & Procurement Action Group

Our federal partners face numerous challenges when buying the things they need, when they need them. Rapidly changing technology and markets, delayed/cancelled procurements, protests, lack of information sharing, and workforce challenges are just a few of the road blocks. Through the Acquisition & Procurement Action Group, GTSC has been working with the procurement officers within our partner agencies to improve the acquisition and procurement process. This action group focuses on providing member input to improve federal outreach to small and mid-sized business and assuring that our members have a seat at the table. All GTSC members are welcome to participate.

**Chair: Carolyn Muir**, Executive Vice President, Steampunk

## 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 hosts 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](http://www.GTSCoalition.com)





# Emerging Small Business Group

The Emerging Small Business Group focuses on the needs of our members with revenue under \$2.5 million but open to all members. Sessions focus on industry outreach with small business representatives from the agencies and collaboration with its members for topics and sessions to aid their understanding of the market.

## Chair



**Earl Holland, III,**  
President/CEO,  
Growth Strategy Consultants

## Speakers



**Kevin Boshears**  
Director, Office of Small and  
Disadvantaged Business  
Utilization, Department of  
Homeland Security



**Sheila Ronis  
Ph.D.**  
President, The University  
Group, Inc.



**Ann Sullivan**  
President, Madison Services  
Group



**Bill Weinberg**  
Strategic Advisor, GTSC  
Former Director of the  
Office of Acquisition  
Management for U.S.  
Immigration & Customs  
Enforcement



## Lifetime Achievement Award

After more than 30 years, Kevin Boshears, the director for the Office of Small and Disadvantaged Business at DHS, retired. The Emerging Small Business Group hosted an ALOHA event wishing him well and presenting him with a lifetime achievement award for his work on behalf of small businesses at the U.S. Department of Homeland Security.

**"Kevin's key to success is not his intellect, though that is keen; nor his leadership, though that is strong, it is his passion for the small-business community and ensuring the critical DHS missions are performed with the right industry partnerships."**

Elaine Duke, former Acting Homeland Security Secretary Elaine Duke

**"Kevin Boshears sets the standard for what a government small-business advocate should be. Not only is he knowledgeable and well-connected, he is unfailingly responsive"**

Kathy Pherson, CEO of Pherson Associates,

**"He always approached things 'palm up' – giving and receiving in the spirit of service."**

Alba Aleman, CEO of Citizant



**"Strive not to be a success, but rather to be of value."**

Albert Einstein



The Government Technology & Services Coalition has carefully developed a deep dive into the components and missions of the U.S. Department of Homeland Security. Since 2011, beginning with our inaugural CBP Day, the model and concept has grown across the Department to offer government and-private sector partners an opportunity to understand and tackle critical mission challenges together. An intimate, relaxed environment encourages participants to speak frankly and participate in meaningful exchanges to advance innovation, security best practices, and understand the market dynamics that result in the best products and services being offered to solve the nation's security needs.

## Maritime & Port Security Day 2019

May 31<sup>st</sup> 2019  
Arlington, VA

WWW.HSTOOLBOX.US  
WWW.GTSCoalition.com



**Vice Admiral  
Michael F.  
McAllister**

Deputy Commandant for  
Mission Support (DCMS)  
U.S. Coast Guard



**MCPOCG  
Jason Vanderhaden**

Master Chief Petty Officer  
U.S. Coast Guard



**Dwight  
Deneal**

Director, Small Business &  
Industry Liaison Programs  
U.S. Coast Guard (CG-913)



**RDML David  
Dermanelian**

Assistant Commandant for  
C4IT (CG-6), Commander,  
Coast Guard Cyber  
U.S. Coast Guard



**CAPT Patrick  
Dugan**

Commandant (CG-43), Chief,  
Office of Civil Engineering  
U.S. Coast Guard



**CDR Jamie  
Embry**

Planning and Resources  
Division Officer,  
Office of Cyberspace Forces  
(CG-791) U.S. Coast Guard



**Greg Giddens**

Partner, Potomac Ridge  
Consulting  
Former Principal Executive  
Director  
Department of Veteran  
Affairs



**Susan Ludwig**

President  
Coast Guard Foundation



**Cameron  
Naron**

Director, Office of Maritime  
Security,  
Maritime Administration  
U.S. Department of  
Transportation



**RADM Joe  
Nimmich (ret.)**

Former Deputy Administrator,  
FEMA  
Partner, Potomac Ridge  
Consulting



**BMCS Jon  
Ostrowski  
(ret.)**

President  
U.S. Coast Guard Chief Petty  
Officers Association



**Rear Admiral  
Michael P.  
Ryan**

Assistant Commandant for  
Capability (CG-7)  
U.S. Coast Guard







**Michael Brown**  
Chief Information Officer, U.S.  
Immigration and Customs  
Enforcement



**Chief Ronald Vitiello**  
Deputy Director and Senior Official  
Performing the Duties of Director U.S.  
Immigration and Customs Enforcement



**John Wayne**  
President, SE Solutions



**Kristin Cooke**  
Vice President  
Acuity



**Peter Edge**  
Vice President,  
Corporate Security, SOS  
International  
Former Acting Deputy  
Director, U.S. Customs  
and Immigration  
Enforcement



**Phil Miller**  
Vice President, Law En-  
forcement & Judiciary  
Programs, Procentrix  
Former Deputy Execu-  
tive Associate Director,  
U.S. Customs and Immi-  
gration Enforcement



**Jaclyn Smyth  
Rubino**  
Director  
Strategic Sourcing Program,  
U.S. Department of  
Homeland Security



**Sarah Todd**  
Deputy Head of Contracting  
Activity, Office of Acquisition  
Management, U.S.  
Immigration and Customs  
Enforcement



**Bill Weinberg**  
Managing Director  
Guidepost Solutions, LLC  
Former Head of  
Contracting, ICE  
GTSC Strategic Advisor



**Daniel Kaniewski**  
Deputy Administrator  
for National Preparedness  
Federal Emergency Management  
Agency, U.S. Department of  
Homeland Security



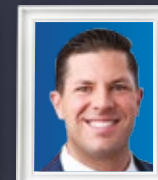
**Alex Amparo**  
Assistant Administrator,  
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Agency, U.S. Department  
of Homeland Security



**Scott Bowman**  
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**Manny Centeno**  
Project Manager, Integrated  
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Management Agency  
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**Brian Harrell**  
Assistant Director for  
Infrastructure Protection  
CISA  
U.S. Department  
of Homeland Security



**Ltg Reynold N.  
Hoover**  
Former Deputy Commander  
United States Northern  
Command  
Principal  
RNHoover Consulting LLC.



**Admiral  
Don Loren**  
Former Assistant Secretary  
Operations, Security,  
and Preparedness  
U.S. Department of  
Veterans Affairs



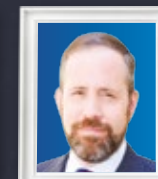
**Linda Mathes**  
CEO  
American Red Cross  
of the National Capital Area



**Bobby McCane**  
Chief Procurement Officer  
Federal Emergency  
Management Agency  
U.S. Department of  
Homeland Security



**Ted Odaka**  
Chief Technology Officer  
Federal Emergency  
Management Agency



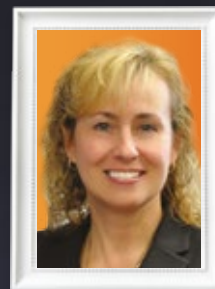
**Matthew R.  
Wombacher**  
Director  
National Infrastructure  
Coordinating Center

"We cannot solve our problems with the same thinking we used  
when we created them."

Albert Einstein



**Chuck Rettig**  
Commissioner  
IRS



**Shanna Webbers**  
Chief Procurement Officer  
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**Sarah Allen**  
Information Technology  
Senior Advisor  
IRS



**Kevin Bierschenk**  
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**Maria Cheeks**  
Acting Director, Online  
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IRS



**Justin Cole**  
Director of Communications,  
Criminal Investigation  
IRS



**D. Richard Goss**  
Acting Deputy Director of  
International Operations,  
Criminal Investigation  
IRS



**Ramona C. Henby**  
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Program Management  
Office  
IRS



**Eric Hylton**  
Deputy Chief  
Criminal Investigation  
IRS



**Jared Koopman**  
Director of Cyber Crimes  
Criminal Investigation  
IRS



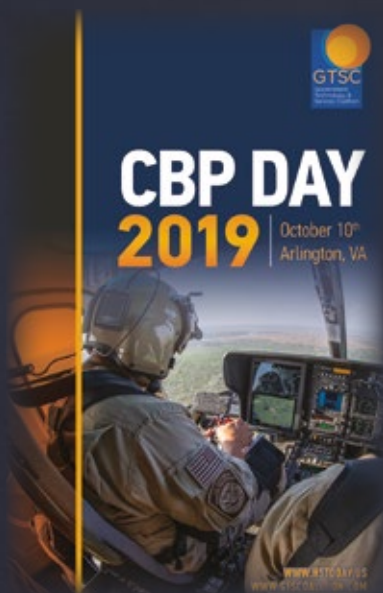
**Patty Macnaught**  
Director of Technology  
Operation and Investigative  
Services, Criminal  
Investigation, IRS



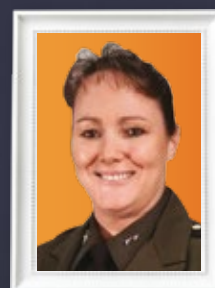
**Sid Sinha**  
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IRS



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Special Assistant  
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Procurement Officer  
IRS



**Sergio Tinoco**  
Author of *Proud American: The  
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Border Patrol Agent  
U.S. Border Patrol



**Carla Provost**  
Chief  
U.S. Border Patrol



**David Aguilar**  
Former Acting  
Commissioner, CBP  
Former Chief,  
U.S. Border Patrol  
Principal, GSIS



# Transportation Security 2019

November 14<sup>th</sup>  
Arlington, VA

Your guide to the missions of the  
U.S. Transportation Security Administration

WWW.ASTODAY.US  
WWW.GTSCALLIUM.COM



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Contracting & Procurement  
Transportation Security  
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**Stacey Fitzmaurice**  
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**Robert Fortner**  
Deputy Assistant  
Administrator  
Transportation Security  
Administration



**Ron Gallihugh**  
Deputy Executive Assistant  
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Support  
Transportation Security  
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**Deborah Kent**  
Former TSA Executive  
Liaison Officer;  
Principal  
Deep Water Point



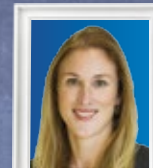
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U.S. Customs & Border  
Protection



# USCIS DAY 2019

October 28<sup>th</sup>  
Arlington, VA

Your guide to the mission of U.S.  
Citizenship & Immigration Services



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WWW.GTSCAULTIM.COM



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**Bill McElhane**

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Branch Chief, Service Center  
Portfolio, Transformation  
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**Rob Brown**

Chief Technology Officer  
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**Robert Cole**

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**Troy Holmes**

Vice President,  
Chief Solutions Architect  
Sevatec



**Keith Jones**

Retired former Principal  
Deputy CIO  
U.S. Citizenship &  
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**Justin Legary**

Chief (A), Identity, Records,  
and National Security  
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**Tim Murray**

Deputy Chief (A), Identity,  
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**Rahul Nemade**

Chairman and President  
ValidaTek, Inc.



**Don Neufeld**

Associate Chief Service  
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**Darryl E.  
Peek, II**

Senior Manager, Federal  
Civilian Focus, U.S., Global  
Government Solutions,  
Global Public Sector  
Salesforce



**Dan Renaud**

Associate Chief Field  
Operations Directorate  
U.S. Citizenship &  
Immigration Services



**Kika Scott**

Chief Financial Officer  
U.S. Citizenship &  
Immigration Services



**Marilyn Teunis**

Branch Chief, Field Office  
Portfolio, Transformation  
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**Bella Trenkova**

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**Chris Wallace**

Deputy Chief, IT Systems  
Delivery  
U.S. Citizenship &  
Immigration Services

# 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 provide member companies with the best tools available to them to build their internal capacity and further their growth.

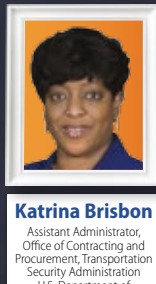


## DHS Acquisition Leaders Discuss CPARS

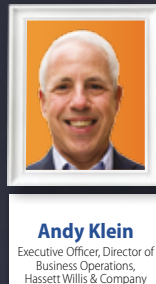
GTSC with Strategic Partner GovConRx hosted a 1/2 day session with procurement officials from across DHS to understand the reliance by Federal agencies on Contractor Performance Assessment Reporting System (CPARS) past performance ratings and supporting information. DHS acquisition officials discussed how CPARS past performance ratings and information impacts the ability of contractors to keep existing and win new, Federal contracts.



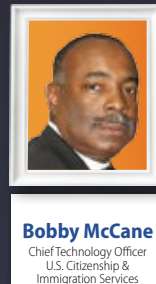
**Soraya Correa**  
Chief Procurement Officer  
U.S. Department of  
Homeland Security



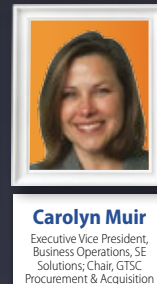
**Katrina Brisbon**  
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Office of Contracting and  
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Security Administration  
U.S. Department of  
Homeland Security



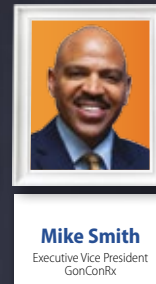
**Andy Klein**  
Executive Officer, Director of  
Business Operations,  
Hassett Willis & Company



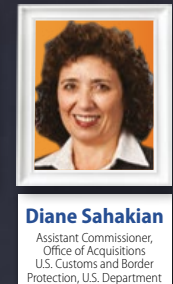
**Bobby McCane**  
Chief Technology Officer  
U.S. Citizenship &  
Immigration Services



**Carolyn Muir**  
Executive Vice President,  
Business Operations, SE  
Solutions, Chair, GTSC  
Procurement & Acquisition  
Work Group



**Mike Smith**  
Executive Vice President  
GovConRx



**Diane Sahakian**  
Assistant Commissioner,  
Office of Acquisitions  
U.S. Customs and Border  
Protection, U.S. Department  
of Homeland Security

## DHS Strategic Sourcing Presents Threats And Opportunities For Membership

With DHS officially moving into Category Management for its major source selection strategies, GTSC Members are presented with a host of opportunities for contract wins. For Members currently holding – and successfully performing on – contracts for this work, it comes with risks that could be perilous to their current contract holdings.

In response, GTSC developed a workgroup and produced a white paper, entitled “DHS Strategic Sourcing Presents Threats and Opportunities for Membership”, designed to assist Members with proactive capture management research on the GWACs DHS has chosen for its upcoming major acquisitions and recompetes.

The white paper:

- Provides background for DHS’s Category Management decision;
- Describes each of the strategic sourcing vehicles and where they each are in their lifecycles;
- Offers Capture Management suggestions for Members in order to position themselves for IDIQ wins;
- Recommends Members proactively meet with Program Managers and Contracting Officers to influence acquisition strategies and ensure government buyers understand Members’ products, services, and capabilities to successfully perform.

In the end, GTSC intends this roadmap to be a solid foundation from which Members can develop their capture management plans, and make the business decisions they need to focus their resources and increase their P-Win in 2020.

For a copy of the paper, please contact [membership@gtscoalition.com](mailto:membership@gtscoalition.com)



## Prospective Member Breakfast

March Membership Madness is when GTSC markets membership and opens up an event for prospective companies to learn more about what we do. Hosted by Morgan Franklin in 2019, our member breakfast brought in 3 new member companies.



“How wonderful it is that nobody need wait a single moment before starting to improve the world.”

Anne Frank



# Capacity Building (cont.)

## Tour of the Disaster Operations Coordination Center – American Red Cross

Following our Emergency Management 2020 meeting, several members requested a more in-depth tour of the American Red Cross Disaster Operations Coordination Center. Members met with Linda Mathes, President of the American Red Cross in the National Capital Area, her response and communications staff, and took a tour of the response center.



## Office Hours

In 2019, GTSC launched the “Office Hours” initiative to open communication and one-on-one time with CEO. Office hours took place every second Tuesday of the month in Tysons Corner, VA. Office hours allow members to ask questions about strategy, marketing, partnership or anything else with which they need assistance.

## Office of the Director of National Intelligence Focus Group

GTSC partnered with the Office of the Director of National Intelligence to host a focused meeting on how to help innovation move into the intelligence community. Focused on small business, the briefing provided an overview of USG-wide efforts regarding security clearance reform, highlighting a major interagency effort known as Trusted Workforce 2.0. in addition to a discussion on all of the opportunities in the mission space.

## MEGA Matchmaking Session

One of the best matchmaking sessions in homeland security, members and other small businesses met with numerous mentors and midtier companies for networking, capabilities exchange, and “speed dating.” Participating Companies:



**“The matchmaking session was among the best I’ve ever been to. Other matchmaking sessions, you only get 5 minutes but waste so much time waiting in line to speak with someone. All the companies actually seemed interested in teaming, rather than just being there to check a box.”**

Mary Clare Gumbleton,  
The Wolverine Group

**“There are two ways of exerting one’s strength: one is pushing down, the other is pulling up.”**

Booker T. Washington



## Annual Meeting

One of the most sought after events of the year, GTSC's Annual meeting hosts a mix of Strategic Advisors and government partners to discuss the year's work, and to position member companies for the year ahead. This is a members only meeting that encourages networking, teaming and partnership around the most pressing security challenges facing the nation.



**Chief David Aguilar**

Former Chief, U.S. Border Patrol



**Michael Derrios**

Head of Contracting Activity, U.S. Coast Guard



**Thomas Homan**

Former Director, Immigration & Customs Enforcement



**Keith Jones**

Former Principal Deputy Chief Information Officer, U.S. Citizenship and Immigration Services



**Steve Karoly**

Former Acting Assistant Administrator, Transportation Security Administration



**Diane Sahakian**

Deputy Assistant Commissioner, Acquisition and Head of Contracting Activity, U.S. Customs & Border Protection



**Michael Smith**

Former Director, Strategic Sourcing, U.S. Department of Homeland Security



**Admiral Sandra Stosz**

Former Vice Admiral, U.S. Coast Guard Work Group



**Bill Weinberg**

Former Director, Office of Acquisition Management, Immigration & Customs Enforcement

## Personnel Security Forum

GTSC hosted its sixth annual U.S. Department of Homeland Security (DHS) Personnel Security Forum with ISWG to focus on the security clearance processes of the U.S. Department of Homeland Security (DHS). Headquarters and component representatives CBP, ICE, FEMA, TSA and USCIS discussed requirements for all applicable security processes to include SCI, NISP, and/or Public Trust procedures; timelines for processing; reciprocity policies and practices; recurring issues with industry; and what industry can do to help facilitate the process.



# Community Building

## TopGolf Fundraiser

Homeland Security Today hosted its 2nd fundraiser to support law enforcement counterterrorism training. The outing at TopGolf featured a talk and signing by author David Reichenbaugh, Author of "In Pursuit The Hunt For The Beltway Snipers." Thanks to the generosity of Citizant and "Friends of Law Enforcement" sponsorships by Bill Carroll of Enprovera and Iqbal Tareen of Radiant, in addition to our teams from Motorola, Salesforce, and DeepWater Point, we were able to raise \$7500 for the annual INLETS counterterrorism training spearheaded by the FBI.

## TSA Industry Day

In addition to hosting our GTSC meeting on Transportation Security, GTSC also hosted the Transportation Security Administration's official industry day. Over 300 people registered to attend this look at the agency and their upcoming procurements.





# 2019 Homeland Security Today Award Winners

## Homeland Security Person of the Year

**Federal**  
**Kevin McAleenan**  
Former Acting Secretary  
U.S. Department of Homeland Security

**State/Local**  
**James Featherstone**  
Executive Director  
Homeland Security Advisory Council at Pepperdine University

## Federal Small Business Champion

**Katrina Brisbon**  
Assistant Administrator  
Contracting & Procurement, Transportation Security Administration

## Acquisition Excellence

**U.S. Coast Guard AUXDATA Procurement Team**  
**Brenda E. Oberholzer**, Contract Specialist  
**Lt. Nicholas M. Fredericksen**, Contracting Officer's Representative (COR)  
& Technical Evaluation Team Chairperson  
**Lt. Carl N. Stokes**, Program Manager, AUXDATA system  
**Shandra J. Kutzun**, Procurement Law Attorney, C4IT Service Center, U.S. Coast Guard

## Innovative Campaign to forward Mission

**Narrative Strategies**  
**Dr. Ajit Maan**, Founder & CEO  
**Dr. Howard Clark**, President  
**Paul Cobaugh**, Vice President  
&  
**Kevin Metcalf**, Founder & CEO  
National Child Protection Task Force  
&  
**Mark Ray**, Director of Public Works,  
City of Crystal, Minnesota



## Citizen of Mission

**Brady Snakowsky**  
Brady's K9 Fund

## Most Valuable Player

**Cybersecurity and Infrastructure Security Agency (CISA)**

**Chris Krebs**, Director  
**Brian Harrell**, Assistant Secretary for Infrastructure Protection  
**Katherine Ledesma**, Senior Policy Analyst  
**Matt Masterson**, Senior Cybersecurity Advisor

## Excellence in Outreach

**Federal Emergency Management Agency Team**

**Dan Kaniewski**, Deputy Administrator,  
Federal Emergency Management Agency  
**Lizzie Litzow**, Press Secretary,  
Federal Emergency Management Agency  
&  
**Stephanie Yanta**, Behavioral Analysis Profiler,  
Federal Bureau of Investigation's Behavioral Analysis Unit (BAU), Behavioral Threat Assessment Center (BTAC)

## State

**Terry Hastings**, Senior Policy Advisor,  
New York State Division of Homeland Security & Emergency Services

## Local

**Colonel David Hines**, Sheriff,  
Hanover County, VA

## Mission Awards

**Dan Albert**, New York State,  
Red Team Program  
**Bernie Beier**, Homeland Security Director,  
Allen County, Indiana  
**Roberto Campos**, Program Manager,  
U.S. Customs and Border Protection

**Salah Czapary**, Director, Office of Volunteer Coordination, D.C. Metropolitan Police Department  
**Kathy Dollarhide**, Director,  
Disaster Resource Center, St. Mary's Medical Center,  
Long Beach, CA

**Gregory St. James**, Program Manager,  
Montgomery County Maryland Community Emergency Response Team (CERT)

**Bridgett Lewis**, Manager, Security Operations,  
Port of Long Beach, Long Beach, CA

**Shaun C. Roach**, Manager,  
Transportation Security Administration, U.S. Department of Homeland Security

**Tadgh Smith**, Deputy Assistant Director,  
Technology and Transformation, Law Enforcement and Systems Analysis (LESA)

**LT. C.D.S Brian Vaughan**, Threat Reduction & Infrastructure Protection, Physical Security,  
Counterterrorism Division, New York Police Department

**Amy Wheelock**, Senior Advisor,  
Field Operations Directorate, U.S. Citizenship & Immigration Services

**GTSC Small Business of the Year**  
Potomac Management Solutions

**GTSC Mid-Tier Business of the Year**  
Citizant

**GTSC Mentor of the Year**  
Adobe

**GTSC Strategic Partner of the Year**  
GovConRx

**GTSC Strategic Advisor of the Year**  
Keith Jones, President and CEO,  
The Edgewater Group



**GTSC Small Business of the Year**  
Potomac Management Solutions



**GTSC Strategic Partner of the Year**  
GovConRx



**Citizen of Mission**  
Brady Snakowsky



**GTSC Mid-Tier Business of the Year**  
Citizant



**GTSC Mentor of the Year**  
Adobe

“One thing I know: the only ones among you who will be really happy are those who will have sought and found how to serve.”

Albert Schweitzer



# GTSC Members

## Small Business OF THE YEAR



AASKI  
Abacus Technology Corporation  
Accela Consulting Inc  
Accenture  
Acuity Inc  
Acumen Solutions  
Adobe Government  
AEGIS.net, Inc.  
Alba Solutions  
Alchemy Global Networks LLC  
Alethix  
Allied Mountain, LLC  
Amivero  
Amyx  
Applied Social Media Concepts, LLC  
ARDENTMC  
ARServices  
ASRC Federal Constructors, Inc  
Assured Enterprises Inc  
Automation Technologies Inc. (ATI)  
B&B Consulting Enterprises  
Babel Street

Battle Resource Management, Inc.  
BDO  
Belcan Government Services  
Blumont Technology & Research, Inc.  
Blueprint Consulting Services Group  
BlueWater Federal Solutions  
BridgePhase, LLC  
C Evans Consulting  
Cambridge Global  
Cambridge International Systems, Inc.  
Camus Technologies  
Capgemini  
Catalyst Partners  
CENTERPOINT  
CES, LLC  
CENTRA  
Changeis, Inc.  
Citizant  
CLEARResources  
Cloudera GOVT Solutions Inc  
CMQ  
Collabralink Technologies, Inc.

Contraquer  
Coreonix  
Cornerstone Government Affairs  
Correnty Consulting  
Covata USA  
Crowell & Moring  
Cybermedia Technologies  
D & O Security Solutions, LLC  
Deloitte  
Dev Technology Group  
Dignari, LLC  
DT Professional Services  
Dynamic Pro  
Dynamet Corporation  
E271 Advisory Services  
E3 Federal Solutions  
Eagle Hill Consulting  
Eria Consulting  
eGlobaltech  
Elbit Systems Of America  
Embrace Communications, LLC  
Emery Consulting

EnProVera Corporation  
Enterprise ITech Corp.  
Epigen Technology  
ESCgov, Inc.  
Excella Consulting  
Favor TechConsulting, LLC (FTC)  
Firebird Analytical Solutions & Technologies  
Five 9 Group, Inc.  
Forcepoint Federal LLC  
Franklin Consulting LLC  
Gate 15  
General Dynamics Information Technology  
Geocent, LLC  
Global Security & Intelligence Strategies  
Global Solutions, Inc.  
Global Technology Solutions Group  
GovConRx  
GovMobile, LLC  
Govplace  
Grant Thornton LLP  
GreenZone Solutions  
Growth Strategy Consultants

Guidepost Solutions  
Haney & Company  
Hazim  
Hitachi Data Systems Federal  
Holmes & Associates, Inc  
HWC  
IBA  
IDENTIV  
IEM  
Inceptima Management Solutions  
Info Tech Solutions & Security  
Infostellar Inc.  
Integrated Analytics, LLC  
INTEGRITYOne  
IT Cadre  
Juniper Networks, Inc.  
K3 Solutions  
Knight Point Systems  
LCA Sales  
LeapFrog Solutions  
Leidos  
Leonardo DRS





↑

Luminara Consulting  
Management Concepts  
MarkLogic Corporation  
MAXIMUS Federal  
MaxiSoft Corporation  
McMenamin Consulting Group  
Merit321  
Metaphase Consulting  
MHA Technologies, Inc.  
MISSIONESSENTIAL®  
Morgan Franklin Consulting  
Motorola Solutions  
Mount Airey Group  
MSM Technology, LLC  
NCI Information Systems, Inc.  
Netcom Group  
NIYAMIT, Inc.  
Northrop Grumman Corp.  
NTT Data Federal  
Nueducation  
Nuix USG Inc.  
Oak Hill Farm Group

↑

Oak Leaf Technology Solutions  
Oasys International Corp  
Octo Consulting  
OM Group  
OneGlobe LLC  
Open Cognition  
OPTIMOZ  
Pearl Grace Group, Inc.  
Peraton  
Perspecta  
Pherson Associates, LLC  
PKH Enterprises  
Potomac Blue, LLC  
Potomac Management Solutions  
Potomac Ridge Consulting  
POTOMACWAVE CONSULTING  
Procentrix, Inc.  
Professional Stewards Services  
Pyramid Systems, Inc.  
Qualtrics  
Quantum Tech QTSI  
Quantum Vetting Inc.

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Radiant Creative, LLC  
RCM Corp  
Red Hat  
REI Systems Inc  
Reingold, Inc.  
Rofori Corporation  
Sabree Software Services, Inc.  
SAIC  
Salesforce  
Sandra L Stosz, LLC  
Schambach & Williams  
Scientel  
Secure Insights LLC  
Security Industry Association  
SensiPass Ltd.  
SensorWare Systems  
SEV1TEC  
Sevatec, Inc.  
SharpEDG  
SHINE Systems  
Simon Computing Inc.  
Simple Technology Solutions, Inc.

↑

Soft Tech Consulting  
Software AG Government Solutions Inc.  
Solutions By Design 2 (SBD2)  
Solution Technology Systems, Inc.  
Sonora Associates  
SOS International  
Splunk  
Steampunk  
Stone Lock Global  
Strategic Operational Solutions, Inc.  
Strativest, LLC  
Successful Culture  
Sutherland Global  
Symposit  
Syntelligent Analytic Solutions, LLC  
T-Rex Solutions, LLC  
Tanium Federal Corporation  
TechAnax LLC  
Teller, Inc.  
Teneo Iter, LLC  
Terathink Corp  
TestPros, Inc.

↑

The Ambit Group  
The Chertoff Group  
The Edgewater Group  
The Wolverine Group  
Transunion Government  
TRI-COR Industries, Inc.  
TWD & Associates  
Unissant Inc  
ValidaTek, Inc.  
Vantage Airport Group  
Ventura Corporation  
Vertical Jobs, Inc.  
Vmware, Inc.  
Voigt Peters Dumouchelle  
Voyager Analytics Inc.  
WAGsolutions, LLC  
WESSGRP  
World Wide Technology

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# 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.

In 2019, the Lion's den increased by **25% to 55 companies** ranging in revenue from **\$25 million to just under \$1 billion**.



Mid Tier OF THE YEAR



CITIZANT®



**Chair of the Lion's Den:**  
**Robert Lohfeld, Jr.,**  
CEO & Chief Coach, Sev1Tech

To learn more about  
GTSC's MidTier Project  
and members visit  
[www.GTSCMidTierSolution.com](http://www.GTSCMidTierSolution.com)



# Mentors

Our Mentor companies join GTSC to build a better team. Their commitment to GTSC members is to work with them to team, partner and build better small business relationships for the long-term.

Mentor

OF THE  
YEAR



Adobe

accenture



Capgemini

Deloitte.



GENERAL DYNAMICS  
Information Technology

Grant Thornton

JUNIPER  
NETWORKS

leidos

MAXIMUS Federal



NORTHROP GRUMMAN

NTT DATA

Peraton

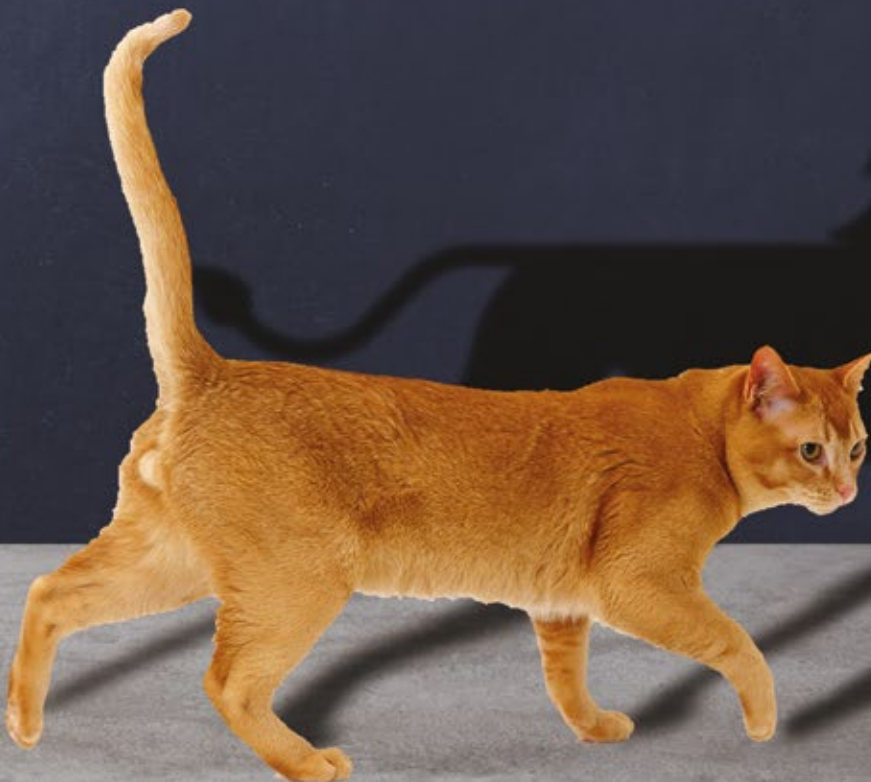
perspecta.



SAIC



TransUnion



# Homeland Security Today

Across America, *Homeland Security Today* is the place where homeland security professionals of all stripes visit to get their news and information. Since relaunching in 2018, we have more than doubled our traffic across the board in all three key measures of site performance: number of users coming to the site, number of sessions those users are conducting, and the number of pages they are consuming. **In 2019** we had nearly **677,000 users**, in 2018, **251,380**; users conducted **836,000 sessions** and nearly **1.2 million page views**.

The two top stories of the year — **ISIS threats toward Fourth of July celebrations** and **ISIS' use of wildfire as a terror tactic**, both original HSToday stories — accounted for 83,552 page views due to their links on the Drudge Report.

Other sites that referred readers to HSToday content included Fox News, the New York Post, the Washington Examiner, Buzz Feed News, Forbes and The Sun (UK) and a tweet from President Donald Trump.

In addition to the numbers, HSToday hit more milestones in 2019:

- **Relaunched the Transportation Security newsletter**, bringing readers timely information about changes, emerging technology and current threats in all transportation sectors
- **Launched HS Jobs** to bring the right opportunities to the right audience
- **Launched exclusive webinars for law enforcement** in conjunction with DHS and the FBI to discuss current and emerging terrorist threats

## Editorial Board



**Michael Chertoff**  
Former Secretary, DHS



**John Acton**  
Former Rear Admiral  
U.S. Coast Guard



**David Aguilar**  
Former Acting  
Commissioner, CBP  
Former Chief,  
US Border Patrol



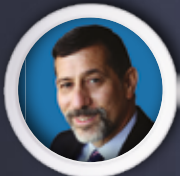
**Mark Allen**  
Former Coast Guard  
Reserve Force Master  
Chief



**Charles  
Armstrong**  
Former Assistant  
Commissioner & CIO, CBP



**W. Ralph Basham**  
Former Commissioner,  
CBP  
Former Director,  
US Secret Service  
Former Chief of Staff, TSA  
Former Director, FLETC



**Bruce Hoffman**  
Terrorist Expert &  
Professor,  
Georgetown University's  
Walsh School of Foreign  
Service



**Thomas D.  
Homan**  
Former Director  
U.S. Immigration &  
Customs Enforcement



**Greg Marshall**  
Former Chief Security  
Officer, DHSS



**Luke McCormack**  
Former Chief Information  
Officer, DHS



**Admiral Peter  
Neffenger**  
Former Administrator,  
Transportation Security  
Administration Former  
Vice Commandant,  
U.S. Coast Guard



**Vince Patton**  
Former Master Chief  
Petty Officer  
U.S. Coast Guard



**Richard Serino**  
Former Deputy Admin-  
istrator,  
Federal Emergency  
Management Agency



**Sandra L. Stosz**  
Former Vice Admiral  
U.S. Coast Guard



**Mark Sullivan**  
Former Director, U.S.S.S



**Francis X Taylor**  
Former Chief Information  
Officer, DHS



**Greg Touhill**  
Former and first Chief  
Information Security  
Officer,  
U.S. Federal Government



**Caryn Wagner**  
Former Under Secretary,  
Intelligence & Analysis,  
DHS

“Each success only buys an admission ticket to a more difficult problem.”

Henry Kissinger



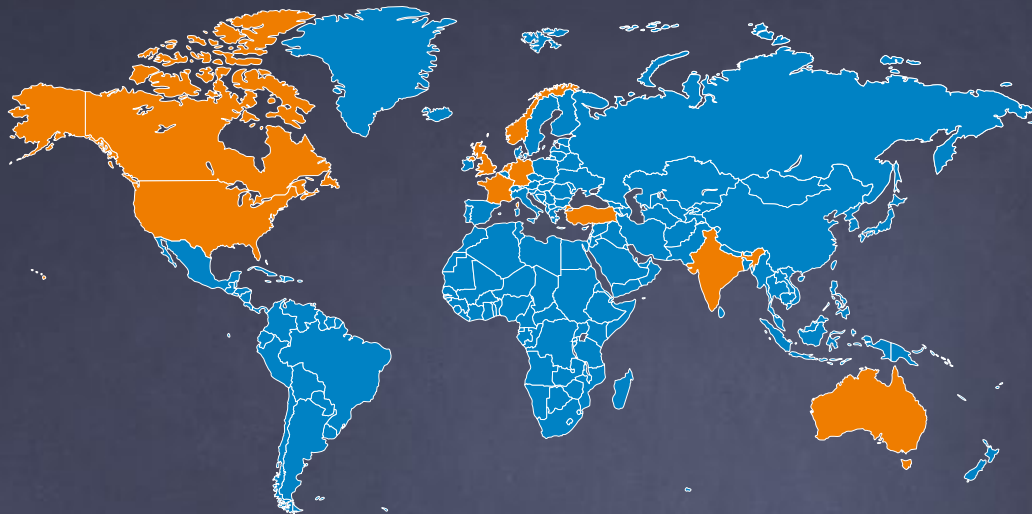


## Who is reading, and sharing us?

- Saw our original content included in threat assessments, including the Western Pennsylvania All Hazards Fusion Center distributing and discussing an HSToday piece on holiday threats in a November intelligence brief and HSToday's inclusion as a meeting panelist briefing the National Council of ISACs on recent threats
- Original content consistently featured in the FBI's Daily News bulletin

While HSToday brings readers the latest on threats to the homeland, interest in our content reaches beyond our borders. Top countries of readership:

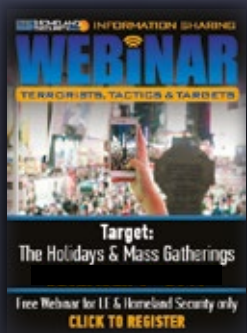
- U.S.
- Canada
- United Kingdom
- India
- Germany
- Australia
- Turkey
- Netherlands
- Norway
- France



## NEW!!

## Law Enforcement Information Sharing Webinar: Focus on Situational Awareness

This year Homeland Security Today launched law enforcement only webinars to share information around counterterrorism. In partnership with the FBI and the Cyber and Infrastructure Security Agency (CISA), webinar topics included speakers from the agencies and Information Sharing and Analysis Centers (ISACs) covering violent extremism, what tactics terrorists are using now, and the latest chatter and threats on the internet.



# Homeland Security Today (cont.) →

## Leading "Months" identified by DHS

As part of our community building efforts in support of the Department of Homeland Security, *Homeland Security Today* works with leaders in the homeland community to facilitate more information sharing and collaboration around DHS-designated days: Human Trafficking Awareness Month in January, National Preparedness Month in September, Cyber Security Awareness Month in October, Critical Infrastructure Security & Resilience Month in November.

This year we worked with Richard Serino, former Deputy Director of FEMA; Robert Liscouski, former Under Secretary for Infrastructure Protection at DHS; Brigadier General Greg Touhill, former and first CISO of the United States; and Dr. Mehlman-Orozco, PhD, a human trafficking experts and author of *Hidden in Plain Sight: America's Slaves of the New Millennium*.

Pieces collected through these collaborations are tagged on the HSToday site and compiled in a summary at the end of each designated month. Each year, we add the pieces to the last compilation to keep a library of resources available to our readers.



Dr Kimberly Mehlman-Orozco



Human Trafficking Awareness Month



Richard Serino



National Preparedness Month



Greg Touhill



Cyber Security Awareness Month



Robert Liscouski



Critical Infrastructure Security & Resilience Month

## Columnists



**Dr. Ed Amoroso**  
Chief Executive Officer  
TAG Cyber LLC



**Jack Jones**  
Chairman, FAIR Institute  
Executive VP of Research  
and Development,  
RiskLens



**Erin Mohres**  
Director of Safety and  
Security, CNA



**David Reichenbaugh**  
Former Lieutenant and  
Barrack Commander  
Maryland State Police



**Anne Speckhard**  
Director, International  
Center for the Study of  
Violent Extremism (ICSVE)



**Francis X. Taylor**  
Former Chief Information  
Officer, DHS



**Sergio A. Tinoco**  
Author of American Hero,  
Border Patrol Agent  
U.S. Border Patrol





# Sponsors

GTSC sincerely thanks our member companies that have invested in our organization to build a better, more effective homeland and national security government contracting landscape. ➔

## ➔ Platinum Sponsor ➔

***NORTHROP GRUMMAN***

## ➔ Gold Sponsors ➔



## ➔ Silver Sponsors ➔



## ➔ Bronze Sponsors ➔



## ➔ Small Business Sponsors ➔



“You aren’t going to find anybody that’s going to be successful without making a sacrifice and without perseverance.”

Lou Holtz

# Strategic Advisors

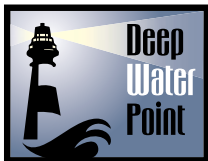
GTSC is extremely proud of our supporting Strategic Advisors. Some of the most respected and experienced people in the homeland and national security market have joined us to forward this market and achieve mission. Strategic Advisors lend their expertise to our sessions, are available to our members for consultation, and advise GTSC leadership on the most effective ways we can impact mission.

						 NEW	 NEW
<b>Rear Admiral John Acton</b> Former Rear Admiral, U.S. Coast Guard and Special Advisor to the Presidential Transition who works with the Coalition on initiatives with the U.S. Coast Guard and continued White House transition	<b>David Aguilar</b> Former Deputy Commissioner of U.S. Customs and Border Protection (CBP) and Chief of the U.S. Border Patrol	<b>Master Chief Mark Allen</b> Former Coast Guard Reserve Force Master Chief, USCG	<b>Charles Armstrong</b> Former CIO and Assistant Commissioner for the Office of Information Technology, CBP; Principal, E271 Advisory Services	<b>Paul Benda</b> Senior Vice President, Risk & Cybersecurity American Bankers Association Former Acting Deputy Undersecretary, Science and Technology Directorate, DHS Former director, HSARPA	<b>Robert Burton</b> Partner, Crowell & Moring	<b>Elaine Duke</b> Former Deputy Secretary and Under Secretary for Management, U.S. Department of Homeland Security	<b>Peter Edge</b> Vice President of Corporate Security at SOS International Former Acting Deputy Director ICE
 NEW		 NEW				 NEW	
<b>Mark Emery</b> Founder, Emery Consulting Former and First CIO, TSA	<b>Tom Essig</b> Former Chief Procurement Officer, Department of Homeland Security	<b>David Grant</b> Principal, Potomac consulting Former Associate Administrator for Mission Support and Component Acquisition Executive	<b>P. Allen Haney</b> President, P. Allen Haney Company	<b>Earl Holland</b> President, Growth Strategy Consultants	<b>Amy Hutchens, Esq.</b> Founder and President, CLEAResources, LLC	<b>Keith Jones</b> Founder, President & CEO, The Edgewater Group DC Former Acting CIO, USCIS	<b>Steve Karoly</b> Former Acting Assistant Administrator, Transportation Security Administration
			 NEW				
<b>Greg Marshall</b> Former Chief Security Officer for the U.S. Department of Homeland Security (DHS)	<b>Mo McGowan</b> Partner, Command Consulting Group Former Assistant Administrator, Office of Security Operations, TSA	<b>Luke McCormack</b> Former CIO, U.S. Department of Homeland Security	<b>Andrew Meehan</b> Former Assistant Commissioner, Public Affairs, CBP	<b>Michelle Mrdeza</b> Founding Strategic Advisor, GTSC; Senior Advisor, Cornerstone Government Affairs	<b>Richard Skinner</b> Former Inspector General, U.S. Department of Homeland Security	<b>Michael Smith</b> Former Director, Strategic Sourcing, U.S. Department of Homeland Security	<b>Vice Admiral Sandra Stosz</b> Former Deputy Commandant for Mission Support U.S. Coast Guard
	 NEW						
<b>Francis X. Taylor</b> Former Under Secretary for Intelligence and Analysis, U.S. Department of Homeland Security	<b>Antonio Villafana</b> Former Chief Information Officer, DHS Countering Weapons of Mass Destruction Office	<b>Caryn A. Wagner</b> Former Under Secretary for Intelligence and Analysis, Department of Homeland Security	<b>Bill Weinberg</b> Managing Partner, Guidepost Solutions Former Director of the Office of Acquisition Management, U.S. Immigration & Customs Enforcement	<b>Molly Wilkinson</b> Senior Vice President, Regulatory Policy, Regions Financial Corporation	<b>Jim Williams</b> Partner, Schambach & Williams Former Commissioner of the General Services Administration's Federal Acquisition Service		



# 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 our nation and share their expertise to equip our members with the best resources available. GTSC thanks all of our partners for their input and contributions throughout the year.



Navigating the Federal Market™



“The difference between perseverance and obstinacy is that one comes from a strong will, and the other from a strong won’t.”

Henry Ward Beecher



**GTSC** offers huge thanks to all the people engaged with us. We are honored to work with our members, mentors, strategic advisors, strategic partners and government partners to work toward a safer, more secure America.



**Government Technology & Services Coalition Staff**



Kristina Tanasichuk  
Founder & CEO  
  
Jessica Finch  
Meetings Associate

Jon Ostrowski  
Chief Operating Officer  
  
Kalyna White  
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