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

Benjamin Franklin
**Contents**

<table>
<thead>
<tr>
<th>Section</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>LETTER FROM THE CEO</td>
<td>03</td>
</tr>
<tr>
<td>ABOUT GTSC</td>
<td>04</td>
</tr>
<tr>
<td>OUR PROGRAMMING</td>
<td>04</td>
</tr>
<tr>
<td>MEMBER ENGAGEMENT</td>
<td>06</td>
</tr>
<tr>
<td>EMERGING SMALL BUSINESS GROUP</td>
<td>07</td>
</tr>
<tr>
<td>GTSC DAYS</td>
<td>08</td>
</tr>
<tr>
<td>CAPACITY BUILDING</td>
<td>13</td>
</tr>
<tr>
<td>COMMUNITY BUILDING</td>
<td>16</td>
</tr>
<tr>
<td>HOLIDAY AWARDS</td>
<td>17</td>
</tr>
<tr>
<td>GTSC MEMBERS</td>
<td>18</td>
</tr>
<tr>
<td>THE LION’S DEN</td>
<td>20</td>
</tr>
<tr>
<td>MENTORS</td>
<td>21</td>
</tr>
<tr>
<td>HOMELAND SECURITY TODAY</td>
<td>22</td>
</tr>
<tr>
<td>SPONSORS</td>
<td>25</td>
</tr>
<tr>
<td>STRATEGIC ADVISORS</td>
<td>26</td>
</tr>
<tr>
<td>STRATEGIC PARTNERS</td>
<td>27</td>
</tr>
</tbody>
</table>

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

Abraham Lincoln
Dear Members, Colleagues, and Friends,

Twenty nineteen was 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 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.

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.

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.

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 roadblocks. 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
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.

Lifetime Achievement Award

After more than 30 years, Kevin Boshears, the director for the Office of Small and Disadvantaged Business Utilization, Department of Homeland Security, 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

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

Albert Einstein
Chuck Rettig  
Commissioner IRS

Sergio Tinoco  
Author of Proud American: The Migrant, Soldier, and Agent, Border Patrol Agent U.S. Border Patrol

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

Sergio Tinoco  
Author of Proud American: The Migrant, Soldier, and Agent, Border Patrol Agent U.S. Border Patrol

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

Carla Provost  
Chief U.S. Border Patrol

Sarah Allen  
Information Technology Senior Advisor IRS

Kevin Bierschenk  
Acting Director, Investment and Portfolio Control and Oversight IRS

Maria Cheeks  
Acting Director, Online Engagement, Operations and Media IRS

Justin Cole  
Director of Communications, Central Investigation IRS

Shanna Webbers  
Chief Procurement Officer IRS

Ramona C. Henby  
Director, Web Applications 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, Operations and Investigative Services, Criminal Investigation IRS

Sid Sinha  
Director Enterprise Architecture IRS

Mitchell Winans  
Special Assistant Office of the Chief Procurement Officer IRS

Sarah Allen  
Information Technology Senior Advisor IRS

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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.

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

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
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.

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.”

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.

“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
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.

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.
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 S. 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. Kotzun, 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 Profile, 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
- 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

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

**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 Mid-Tier Business of the Year**
- Citizenz

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

“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
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**.

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)
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.
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.

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

“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.
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.
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.

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

Lou Holtz
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.
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.

“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.

Join Us

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www.GTSCoalition.com

Lion’s Den Mid-Tier Campaign
www.GTSCMidTierSolution.com

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LinkedIn: Government Technology & Services Coalition group
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