

# National Defense Industrial Association

***“The Premier Defense Association!”***

4 June 2009

## Vision

America's leading Defense Industry association  
promoting National Security

## Mission

- ADVOCATE: Technology for War-Fighter and First Responder
- PROMOTE: Government - Industry National Security Team
- PROVIDE: Forums for information flow between Government and Industry

## About Us.....

- Non-profit, educational association
- Work with industry, government and all military Services
- 1,518\* corporate members
- Over 67,800\* individual members (19,100 Gov't)
- 52 Chapters
- 32 Divisions

## Affiliates



Association for Enterprise Information



National Training & Simulation Association



Precision Strike Association



Women In Defense

## Activities

- 70-80 Conferences
- 30 Exhibitions
- Advocacy for broad industrial base issues
- *National DEFENSE* magazine
- Annual *Top Issues* document
- Studies and reports

## Chapters

- Extend NDIA 'reach' across the U.S.
- Provide geographic focus for NDIA vision and mission
- Governed with By-Laws
- Conferences, social activities, award & scholarship programs, etc.

# CHAPTER NETWORK



## Divisions

- Provide 'functional' focus for NDIA mission
- Populated by corporate members
- 'Mission Area' oriented
- Governed by formal Charters
- Conferences, studies, workshops, seminars, awards, etc.



## Divisions -- Technology

- Space
- Missile Defense
- Armaments
- Science & Engineering Tech
- Munitions Technology
- Chemical Biological Defense
- Bombs & Warheads
- Robotics
- Combat Vehicles
- Ballistics
- Tactical Wheeled Vehicles
- C4ISR
- Systems Engineering
- Technical Information
- Test & Evaluation
- Homeland Security
- Manufacturing

## Divisions -- Warfare

- Expeditionary Warfare
- Undersea Warfare
- Strike, Land Attack & Air Defense
- Air Targets, UAVs & System Ranges
- Combat Survivability
- Special Operations/Low Intensity Conflict

## Divisions -- Policy

- Environment & Energy
- International
- Health Affairs
- Logistics
- STEM Workforce
- Legislative Information
- Procurement
- Government Policy
- Small Business

# Industrial Committees

## Committee

## Sponsor

Ammunition Producers

CG, JMC / PEO Ammo

Test & Evaluation

Dir, Test & Eval, OSD

Small Arms Producers

Vacant

Chem-Bio Defense Acquisition  
Initiative Forum

JPEO, Chem-Bio

Program Management

AT&L (A&T)

Biometrics

Dir, DoD BTF

Systems Engineering\*

TBD

\* Under Development

# What NDIA Does for It's Member Companies

- Advocacy with Congress and Administration
- Alerts / Updates / Breaking Issues
- Annual *Top Issues*
- Educational Opportunities
- *National DEFENSE* Magazine
- Mega Directory
- Division / Committee Participation Opportunities
- Chapter Network
- Affiliate Participation Opportunities
- International Outreach

# Advocacy

- Advocacy efforts are focused on broad industrial base issues of interest/consequence to a large segment of NDIA corporate member companies
- NDIA's neutrality, reputation for integrity, size and relevancy allow for effective representation of our members' collective interests

## Examples:

- Reauthorization of SBIR Program
- SDVOSB Parity
- Modernization of ITAR regime

# Government Policy 2009 Strategic Plan

1. Repeal 3% Withholding Tax Stimulus Package delayed implementation by one year. Repeal Bills pending in House/Senate. NDIA Letters sent to Senate/House Leadership and relevant committees.
2. Permanent re-authorization of SBIR. Stimulus Package provided short-term authorization until this summer. NDIA Letters sent to Senate/House Leadership and relevant committees.
3. Promote Legislation for SDVOSB Parity. NDIA Letters sent to Senate/House Leadership and relevant committees.

(Cont)

## 2009 Strategic Plan (cont)

### 4. Monitor Implementation/rule making of Legislative Mandates from FY-08-09 NDAA:

Sec 864: “Use of Cost Reimbursement Contracts”

Sec 882: “Acquisition Workforce Improvements”

Sec 843: “Defense Base Act Insurance”

Sec 862-868: “Clean Contracting Act”

Sec 322: “Public Depot Capability Study”

### 5. Promote Government-wide expansion of the Acquisition Workforce Fund.

### 6. Support efforts to improve Intellectual Property rights.



# Government Policy Legislation Watch

- Acquisition/Procurement Reform Efforts:
  - ✓ Levin/McCain: Weapons Systems Acquisition Reform Act of 2009.
    - Expected to be included in Senate version of NDAA for 2010.
  - ✓ Skelton Special Panel on Procurement Reform Recommendations to the Committee by July 2009.
  - ✓ McCaskill Ad-Hoc Committee to oversee Federal Contracting.
  - ✓ Cummings H.R. 1665 Coast Guard Acquisition Reform Act of 2009.
  - ✓ President Obama Memo – Government-wide rules by September 2009 to address Sole-Source and non-competitive contracting, assess workforce Issues, and review outsourcing.

# Alerts / Updates / Breaking Issues

**Provided is example of an electronic notice our Procurement Division sends to our members:**

“Federal Acquisition Circular (FAC) 2009-0001, which was published in recent issue of *Federal Register*, contains six interim rules of interest implementing the American Recovery and Reinvestment Act of 2009. The rules are:

- Buy American Requirements for Construction Material
- Whistleblower Protections
- Publicizing Contract Actions
- Reporting Requirements
- GAO/IG Access
- GAO Access to Contractor Employees

Introductory material, which includes a brief description of each rule, is attached. Please advise whether or not NDIA or CODSIA comment is recommended.”

# Coalition Partners

## NDIA is Teamed with the Following Coalitions on Legislative Issues

- ARWG: Acquisition Reform Working Group (10)
- ILC: Industry Logistics Coalition (10)
- SMART: Specialty Metals Availability Reform Team (12)
- GWRC: Government Withholding Relief Coalition (83)
- CODSIA: Council of Defense and Space Industry Associations (7)
- SCRC: Security Clearance Reform Coalition (8)
- FCC: Fair Competition Coalition (23)
- TAP: Tapping America's Potential (16)
- BCSEA: Business Coalition for Student Achievement (75)
- CSC: Coalition for Security and Competitiveness (17)

# Top Issues

- Member driven 'agenda'
  - BoD
  - Chapter Presidents
  - Division Chairs
- Guides advocacy and educational activities
- Opportunity for member companies to 'surface' broad industrial base issues
- Distributed to.....
  - Congress
  - Administration
  - Event attendees
  - Others

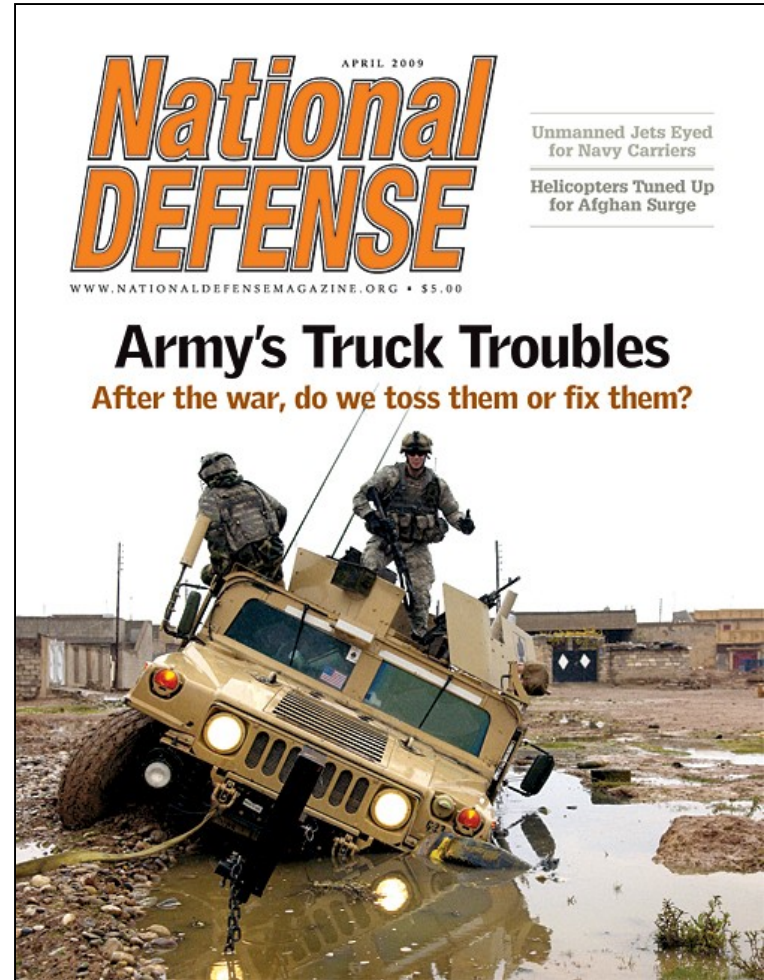


# Educational Opportunities

- **Conferences:**
  - ‘business intelligence’ information
  - acquisition priorities, initiatives & plans
  - access to key government leaders
- **Seminars, Workshops:**
  - professional education opportunities
  - present technical, general, scientific knowledge & skills
  - ITAR Bootcamp, Value Engineering, IP Management, etc.
- **Training / Certification Opportunities**
  - DSAM (Def Sys Acqn Mgmt)
  - CDM Certification (Config Data Mgmt)
  - M&S Certification (Mod & Sim)
- **Speaker Breakfasts**
  - key government leader insights on current events in a wide variety of functional areas

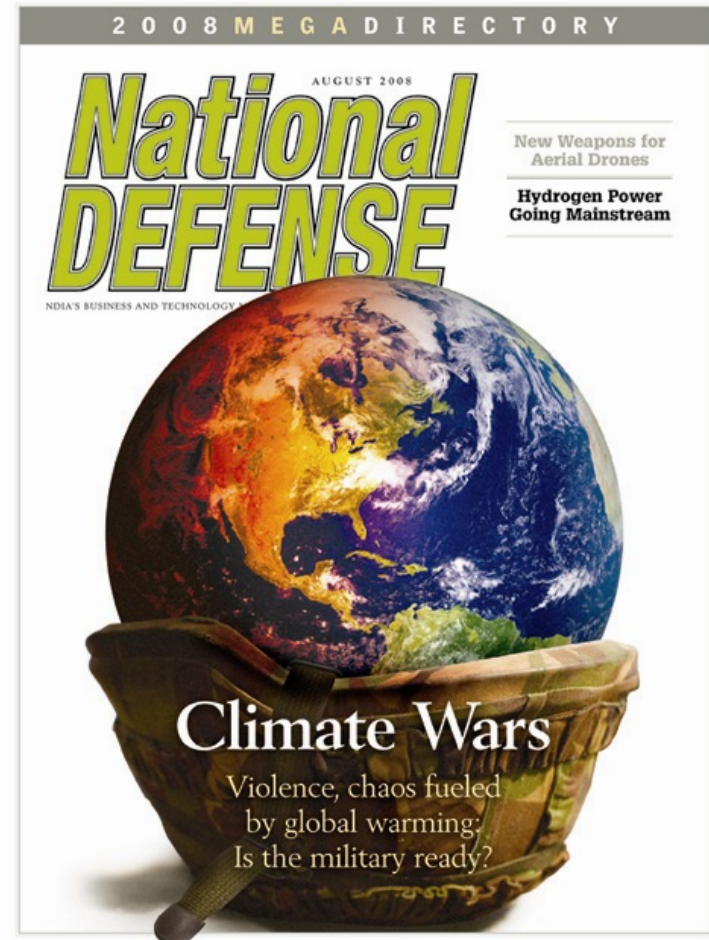
## *National DEFENSE*

- 56,000 Subscribers / 140,000 Readers
- Informs & educates members via timely business & technology topics and issues
- *Feature Articles* provide in-depth coverage of current issues with broad interest to members
- *Letters to Editor* offers platform for members to speak out
- *Washington Pulse / Defense Watch* offer insight to 'goings on' in government & industry
- Calendar of events facilitates advance marketing & business development planning



## Annual “Mega Directory”

- August Issue of *National DEFENSE* Magazine, plus....140 page supplement:
  - Index of Member Company Capabilities
    - Highlight company capabilities
    - Search for ‘partners by ‘capability
  - Acquisition Office Directory
    - DoD & Military Services
    - Names & Contact Info
  - Committee & Division Directory
  - Chapters & Officers
  - Affiliate Overviews



## Division / Committee Participation

- ‘Visibility’ for Corporate Officers with key government officials
  - DUSD, AT&L (A&T)
  - DOTE
  - U/S S&T, DHS
  - PEOs / JPEOs
  - JS J4
  - etc
- Opportunity to influence decisions and shape policy
  - SLAAD Division Surface Warfare Study - ‘CIWS’
  - Systems Engineering Div “Top 5” – AT&L Acqn Reform Plan



## Division / Committee Participation (cont)

- Networking with ‘competimates’
- Access to Administration officials and military leaders
  - Event Speakers & Panelists
  - Division meetings and other Small Group Sessions

# International Outreach

- Established Forums - International Division
  - US-Korea: Defense Industry Consultative Committee (DICC)
  - US-Italy: Defense Industry Cooperation Group (DICG)
  - US-Japan: Industry Forum for Security Cooperation (IFSEC)
- NATO Industry Advisory Group (NIAG)
  - Wayne Fujito, Chair of the US NIAG and NDIA representative
  - NATO's Partnership for Peace (PfP) Program since 1994
- Other International Cooperation/Exchange
  - Security Cooperation Industry Group
  - Defense Attaché Luncheons
  - Periodic Exchanges/Meetings
    - UK, Canada, Sweden, Australia

# National Chapter Network

- NDIA's national network of Chapters provides member companies the opportunity for more of their workforce to take advantage of corporate membership.
- 'Distributed' opportunity to:
  - Be an active participant in NDIA activities and events.
  - Network with other industry professionals.
  - Engage local Government officials via an ethical pathway.
  - Create closer working relationships with local Government officials.
  - Promote professionalism among the defense industry workforce.
  - Recognize excellence in accomplishment and achievement.
  - Contribute to the local community via charitable activities.

# Affiliate Participation

NDIA Affiliate organizations provide members...

- additional forums for collaborating with Government
  - additional opportunities for promoting their business interests in the market place
  - broad outreach and sector coverage for discovering business opportunities
- AFEI - network centric operations and transformational business integration
  - NTSA - training and simulation systems
  - PSA - precision engagement weapon systems
  - WID - workforce professional development

## Summary

Sustained Growth, Relevance and Performance are indicators that NDIA is serving its members and achieving the vision of becoming ...

***America's leading Defense Industry association promoting National Security***

America's leading Defense Industry association promoting National Security

# Delaware Valley Chapter (DVC)

- [www.pricessystems.com/NDIA](http://www.pricessystems.com/NDIA)
- Members > 1,100
- Member Companies > 1,000
- Board Members 23

## President

[Anthony.DeMarco@pricesystems.com](mailto:Anthony.DeMarco@pricesystems.com)

## 1st Vice President

[Robert.Coates@L-3com.com](mailto:Robert.Coates@L-3com.com)

## 2nd Vice President

[Juan.Penalver@lmco.com](mailto:Juan.Penalver@lmco.com)



# Board Members

Mr. Jerry J. Luccarella	<b>The Boeing Company</b> , Philadelphia, PA
Mr. Larry Ames	<b>Day &amp; Zimmermann</b> , Philadelphia, PA
Mr. Alan J. Criswell	<b>American Competitive Institute</b> , Philadelphia, PA
Mr. James A. Donahue	<b>Defense Solutions, LLC.</b> , Richboro, PA
Mr. Brian Gocial, Esq.	<b>Blank Rome, LLP.</b> , Philadelphia, PA
Mr. Charles Gulati	<b>Fidelity Technologies Corporation</b> , Reading, PA
Mr. Thomas Harris	<b>Science Applications International Corporation</b> , Phila, PA
Mr. Joseph M. Iannacone	<b>NetIDEAS, Inc.</b> , Mt. Laurel, NJ
Mr. Constantine Karmokolias	<b>Gemini Technologies, Inc.</b> , Philadelphia, PA
Ms. Jane Lowenstein	<b>JanBara Associates</b> , Conshohocken, PA
Mr. Mark G. Mortenson	<b>General Resonance</b> , North East, MD.
Mr. John J. Mulhern	<b>University of Pennsylvania</b> , Philadelphia, PA
Mr. D. Douglas Peel	<b>Philadelphia Shipyard Development Corporation</b> , Phila, PA
Mr. Daniel J. Rhoads, Jr.,	<b>Rhoads Industries, Inc.</b> , Huntingdon Valley, PA
Mr. William Swahl	<b>Colony Consulting</b> , Woolwich Township, NJ
Mr. Francis M. Walton	<b>NDI Engineering Company</b> , Thorofare, NJ
Mr. Paul Welsh	<b>Analytical Graphics, Inc.</b> , Exton, PA
Mr. Joe Welsh	<b>Collegiate Consortium</b> , Philadelphia, PA
Mr. Thomas U. Seigenthaler, RADM USN (Ret.)	<b>NDI Engineering Company</b> , Thorofare, NJ

# DVC Activities, Events & Awards

- Bi-Monthly Newsletter
- Networking Workshops & Outings
- Regional Outreach
  - Italian Defense Delegation
  - Israeli Defense Delegation
- ROTC Scholarships
- Sidney Ross Award
- Navy League Support
- USO Support
- STEM initiatives and grants





# 2009 NDIA DVC Golf Tournament

Monday, August 10, 2009

**Scotland Run Golf Club**

Route 322 & Fries Mill Road • Williamstown, New Jersey 08094

[www.scotlandrun.com](http://www.scotlandrun.com)

## Sponsorship Opportunities

<b>Individual Golfers</b>	\$ 160
<b>Foursome</b>	\$ 600
<b>Hole Sponsor</b>	\$ 1,000
<b>Contest Sponsor</b>	\$ 500
<b>Beverage Cart</b>	\$ 1,350



Contact [Amanda.Tartaglione@pricesystems.com](mailto:Amanda.Tartaglione@pricesystems.com) 856.608.7239

# Want to get involved?

1. Join NDIA                      \$35/year                      [www.ndia.org](http://www.ndia.org)
  
2. Go to the NDIA DVC website                      [www.pricystems.com/ndia](http://www.pricystems.com/ndia)
  1. Read Newsletters
  2. Attend Events
  3. Write a Newsletter article
  
3. Go to the NDIA website                      [www.ndia.org](http://www.ndia.org)
  1. Read about Divisions
  2. Join the group of most interest