



Third Quarter a Winner

When asked about the summer of 2005, DSA President and CEO, Fran Pierce answered, "Super busy." Exceeding 180 employees by late September with more ready to sign-on and revenues running the highest ever, third quarter and year-to-date projections are expected to be the best in the company's history. "Busy" without the superlative "super" just won't describe the effort and productivity of the DSA team this past quarter. Not only did we go after new contracts, many we had worked on earlier in the year were announced declaring DSA the winner. A mammoth multi-year, multi-company proposal preparation with DSA as the prime kept many working through the Labor Day weekend. As the heat of summer faded to capture the brilliance of fall, DSA has much to cheer.

DSA Selected for Homeland Security Program

➤ The first base year with four option years has a potential value of over \$4.2M. The assignment requires coordinating and arranging travel to support escorted and non-escorted removal operations for aliens and deported visitors in the United States as well as request and coordinate country clearances through embassies, and coordinate approved travel authorizations through the U.S. Immigration and Customs Enforcement Office of Detention and Removal (DRO) field offices.

According to Charles E. Cooks, DSA Vice President for Intelligence and National Security Programs, "In just a few short months, the scope of our support to the DRO Immigration and Customs

Enforcement (ICE) effort has grown based on the urgent needs of the work to be done and the value we bring to the assignment."

DISA Awards National Gateway Center Contract

➤ This five year contract has a potential value of over \$44M. DSA will be responsible for providing the DISA Global Service Manager (GSM) with software life cycle maintenance and systems engineering support for the National Gateway Center located at Fort Detrick, MD. DSA will provide the engineering support required to ensure interoperability of all organizational messaging users on Defense Message System (DMS) – the mission-critical communication system used by soldiers to deploy troops and orders on worldwide battlefields. DSA also will support Command and Control messaging requirements between multiple messaging solutions implemented by the services and agencies as well as between the Department of Defense and U.S. Allies.

DSA has supported DISA's messaging initiatives for more than 40 years.

AFCA Net-Centric Support Expanded

➤ In a move to ensure continued success in implementing the Net-Centric vision of the DoD, the Air Force Communication Agency (AFCA) has renewed and expanded its contract with DSA. The value of the one-year contract is approximately \$600K. DSA's NCES team will assist the Air Force in moving ahead rapidly to achieve its Net-Centric Enterprise Services (NCES) goals. The company will support this new contract effort primarily from the office in O'Fallon, IL.

"DSA is combining its presence with the Defense Information Systems Agency's (DISA) NCES Program Management Office with its knowledge of Air Force architecture, plans, and policy to ensure that the Air Force meets its net-centric goals while also supporting the overall DoD net-centric plans," stated Bill Player, DSA's

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City, county and state government officials and community leaders attended the June 30, 2005 Ribbon Cutting Ceremony and Open House welcoming DSA to Bucks County, Pa.

PRESIDENT'S MESSAGE



This issue of DSA News Briefs is loaded with announcements of contract awards, new hires, and employee

good works, including efforts on behalf of those Americans displaced by Hurricane Katrina.

I especially want to thank our employees who contributed to the Katrina Fund, who worked over the Labor Day weekend creating a web portal for Army rescue work collaboration and file sharing, or who volunteered to go to the Gulf region to provide communications assessments. I recommend you read Kathleen Kirk's story recounting the call she received from our Army client in the midst of the tragedy, and how we responded. I am impressed and proud of our people who stepped forward. Such action once again underscores that the work we do has high purpose and impacts society in ways many other careers cannot match.

Two new executives joined our ranks over the summer, and I want to publicly acknowledge them. James Kline, Director of Business Development, will focus on sales activities in the Federal sector out of the Fairfax office. Michelle Chandler, who joined us in August, is Senior Director/Life Sciences Practice Leader located in Trevose. Please join me in welcoming them to DSA. ■



DSA's Lynn Retterer, with family, friends, and clients from the PEO C3T, following completion of the 25th Annual MS150 Bike Ride. This event is a weekend-long, 150-mile bike tour held in September to raise funds for the National Multiple Sclerosis Society. Pictured from left to right: Emerson Keslar (PEO C3T), Lynn Retterer (DSA), Laney Wilkens (Lynn's mother), Glenn Van Syckle (Fort Monmouth LRC), and Bill Homeyer (PEO C3T).

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Program Director for Net-Centric Solutions.

According to Senior Vice President Doug Wagoner, the company will deploy its experienced team, as well as utilize its patent-pending Net-Centricity process during the delivery of this contract. "We have found that organizations that complete this five-step process are highly successful in achieving Net Centricity and in supporting overall DoD goals," Wagoner said.

DISA Calls on DSA to Support NCES

➤ The Defense Information Systems Agency (DISA) has expanded the company's contract to support its Net-Centric Enterprise Services (NCES) Program Office. The value of this expansion is approximately \$4.2M.

Under the agreement, DSA will be responsible for assisting the NCES Program Office through the DoD's acquisition process. Assistance will include defining the requirements of

ABOUT NCES:

DISA created the Net-Centric Enterprise Services (NCES) program to provide service oriented architecture in support of the Global Information Grid (GIG). NCES will empower the end user to pull information from any available source, allowing GIG users to task, post, process, use, store, manage and protect information resources on demand for warriors, policy makers and support personnel.

the NCES Program, providing acquisition consulting, and assisting the Program Office in its day-to-day operations.

"There is no higher priority for DSA as a company right now than NCES," said Doug Wagoner, DSA Senior Vice President. "We know that all eyes within the DoD community are on this critical transformational program. This interest means our company's extensive resources will be brought to bear to assure that the NCES Program is a success." ■

DSA CONTRIBUTES TO GULF STATE NEIGHBORS

Employee contributions were matched by the company for a total contribution of \$12,800 sent to victims of Hurricane Katrina. The NCES team, especially Carla Dunlap, Alysia Orengo and Susan Daniel, initiated the idea to raise money that quickly expanded to the whole company. Congratulations and thanks to all those who participated.

Public Sector Veteran Recruited

James R. Kline has been named Director of Business Development located in the Fairfax office. He will oversee sales activities in all Federal organizations with specific focus on DSA's expansion into the government civil markets. Immediately prior to joining DSA, Jim served as director of business development and sales for Johnston McLamb. A Commissioned Officer in the US Army from 1977 – 1986, Jim has an M.S. Degree in Computer Science from the Johns Hopkins University and a B. S. Degree in General Engineering from the U.S. Military Academy. ■



James Kline

Wagoner Elected

Doug Wagoner, Senior Vice President, has been elected to a 3-year term on the Armed Forces Communications and Electronics Association's (AFCEA) Technical Committee, a group of government and industry volunteers that oversees the Association's outreach to the information technology community, to cultivate a partnership between the governmental and industrial sectors of the community and to foster the application of communications, electronic processes, and IT. More information is available at www.afcea.org. ■



Doug Wagoner

DSA's Innovative Internship Program

All too often a summer internship program turns out to be little more than making copies of articles and reports (especially at large companies). This unrewarding work is not useful to the company and does not benefit interns. It misses the point of a training program.

Charles Cooks, Vice President, Intelligence and National Security Programs, championed the idea of a formal internship program at DSA. Once approved, Charles and Suzanne Macon, Senior Technical Recruiter, shaped a meaningful and worthwhile program.

"Charles and I wanted to craft a relevant program encompassing many aspects of corporate life in an IT consulting company," says Suzanne. "Charles led the team and I implemented the program."

"Our impressive group of interns were responsive, enthusiastic and hard-working," says Charles Cooks. "If DSA succeeds in getting one out of five interns to join the company, the program will be considered a success."

Clinton Wilson, intern, summarizes the experience: **"The trips to the CIA and Pentagon were great as were all of the lunches with people in the company. I especially liked the fact that we were pretty much treated as employees and given real tasks to perform as opposed to the 'Intern Tasks' that most larger companies would have given us."**

Suzanne has been with DSA since May 2004. She has more than twenty years of technical recruiting experience. Charles was recently promoted to his position as Vice President. He is a retired U. S. Army Communications and Elec-



DSA's 2005 Summer Interns in Fairfax. Pictured left to right are Doug Wagoner, Sr. V.P.; Fran Pierce, President/CEO; Matt Doan, Chuck Cooks, Clint Wilson, Jasmine Roberts and Tony Henderson.

tronics Officer. Together, they masterminded a plan that will reap benefits for interns and for DSA now and in the future. ■

TELLING DSA'S STORY

- *Fran Pierce* appeared on the program, "Taking Care of Business," aired May 22, 2005 on radio station 630 WMAL Washington. The broadcast can be found on DSA's website.
- *Fran Pierce* participated in a panel discussion at the IT Services Business Summit in Las Vegas on September 19. The focus was on the Sarbanes Oxley Act, and selling to the healthcare/pharmaceutical industry.
- *Doug Wagoner* served as Moderator for a Professional Development Seminar/Panel Discussion at TechNet MidAmerica on July 19. The topic was NCES as a Service Oriented Architecture.
- *Doug Wagoner* was a speaker at Northern Virginia Technology Council's Security Committee Event held on June 29. Discussion centered on Compliance Management, its impact on Information Security, and possible penalties for legislation non-compliance.

NEWS FLASH

- DSA has won the DMS support contract at Defense Information Agency (DIA) on the DIESCON 3 contract. This is a blanket purchase agreement (BPA), a streamlined procurement vehicle which can be used by DIA and Department of Defense (DOD) Intelligence Information System (DODIIS) community of interest organizations. The start date for this \$1.1M contract is early October 2005. DSA will provide DMS engineering and implementation services. This is an important win for DSA as it is a strategic first win on the multi-year DIESCON 3 contract. Charles Cooks, Vice President, Intelligence and National Security Programs, led the charge.
- DSA has won a 4 year, \$2.8M contract starting October 2005 to support the Communications & Electronics Life Cycle Management Command (CE LCMC) Acquisition Center at Ft. Monmouth. The client is the Electronic Initiatives Group (EIG) within the Center.

Breaking News!

DSA Senior Vice President, Doug Wagoner, has been named a finalist for Executive of the Year by Greater Washington Government Contractor for making outstanding contributions to his company, the community, and the government contracting industry during the past year. Winners will be announced October 19, 2005.

DSA answers Army's call for hurricane relief support

— From Kathleen Kirk

The call came late Friday night as Katrina and its aftermath were taking its toll in the Gulf Coast. The Army had been alerted and was in the midst of deploying communications equipment, soldiers, and support personnel for emergency operations in the area struck by the hurricane. Three hundred people were being mobilized by our Army customer at Fort Monmouth. The customer was calling with a request to create a web portal for collaboration and file sharing. DSA answered the call.

Members of our staff worked late Friday night and Saturday to implement the site. Thanks to their efforts, a team consisting of representatives from the Assistant Secretary of the Army, Acquisition, Logistics, and Technology and Team C4ISR (Command, Control, Communications, Intelligence, Surveillance, and Reconnaissance) now can share documents through the "Katrina Relief Portal", enabling them to plan and execute relief efforts.

On Sunday morning, our customer called again, this time asking for volunteers to go to areas surrounding New Orleans to perform communications assessments. Names were needed by 5:00 P.M. that evening for possible deploy-

ment as early as Monday. This assignment likely would involve tent living.

It was difficult to reach people, given that it was Labor Day weekend, but we managed to get several volunteers. More volunteers were expected Tuesday as people returned to work and read their emails. Of course, this was all happening during a favorite holiday weekend, one that was also spent completing one of the largest proposals ever for DSA. With over 2000 pages, a lot of graphics and sure to have glitches, we were in a "do or die" mode (hoping not the latter). We got it done.

POST SCRIPT: Five DSA employees volunteered for PEO C3T Hurricane Katrina Support. As of press time they had not yet been assigned. Ken Keith spent almost three weeks in search, rescue, and recovery. You will recall Ken also was on site after 9/11 as a member of the Pennsylvania Emergency Management Team. ■

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Life Sciences Practice Leader Named

Michelle Chandler joined DSA in August as Senior Director/Life Sciences Practice Leader. She is responsible for developing the Life Sciences (LS) business sector in partnership with Ken Keith, Managing Director, Business Development. Michelle also is responsible for the LS delivery function. Technical consultants in this business area report to her.

Prior to joining DSA, Michelle was Regional Director, Business Development: Quality Assurance / Software Testing Solutions at RCG Information Technology, where she was responsible for developing and leading the Quality Assurance and Software Test practice for the Mid-Atlantic Region. She also held leadership positions at First Consulting Group and IBM, where she led the Life Sciences Regulatory Compliance organization which consulted to all business units within IBM. ■



Michelle Chandler

NEWS BRIEFS

