

A&V Associates, Inc.

**2nd Information Assurance Directorate (IAD) /Small
Business Community (SBC) Executive Forum**

Welcome

Agenda / Objectives

- **Overview of IAD's Small Business Community (SBC)**
– John Nicolettos
- **Keynote Speaker – Mr. Richard Schaeffer**
Director, Information Assurance
- **Question & Answers**
- **Observations & Recommendations**
– John Nicolettos

Our purpose

- **Develop a clear understanding, within the SBC, of the challenges, direction and needs of IAD leadership**
- **Provide opportunity for senior executives from IAD and the SBC to have open, direct and unconstrained communications**
- **Explore the most effective means to employ the capabilities of SBC to assist IAD leadership**

Forum Small Business Attendees

Akayla	FMS Secure Solutions	Praxis Engineering
Argotek	Futures	ProObject
Aspect Security	G2	Red Arch Solutions
Assured Decisions	Gemini Security Solutions	Responsive Consulting Services
Bay State	Information Security Systems	Safe Operations
BCANetwork	Integrity Business Solutions	Secure Enterprise Engineering
Carter Lee Systems	International Electronic	Secure Methods Inc.
Comso	Communication Analysts (IECA)	Sycamore
Cynergy Group of Baltimore	Management Technology Inc.	TRESYS Technology
dNovus RDI	Minerva Engineering	TRIPRO
Electrosoft	Nieto Engineering	Trusted Mission Security
Engineering Solutions	NorthStar Consulting Solutions	Van Dyke Group
Exceptional Software Strategies	NuParadigm Government Systems	Varen Technologies
Expert Consultants	Patriot	Waterman Engineering
		Wood Consulting Services

Small US businesses ...

- **Represent 99.7% of all employers**
- **Employ over half of all private sector employees**
- **Represent 23 – 27 million companies**
- **Account for over 44% of the total United States payroll**
- **Generate 60 to 80% of net new jobs annually**
- **Make up 97% of all identified exporters**
 - Produce 29% of known export value
- **Produce over 13 times more patents per employee than large patenting firms do**
- **Small business prime contracts represent more than 23% of the total contract value across the federal government.**

Small Business Administration, Office of Advocacy, “*Small Business by the Numbers*” June 2004.

IAD's Small Business Community is...

- **Hard to quantify**
- **Highly skilled and diversified workforce:**
 - Hundreds of TS/SCI cleared IA professionals
 - Support virtually every program and office in IAD
 - Provide every skill and capability IAD needs
- **Highly experienced leaders**
 - Technical, acquisition, and management
- **Long-term (10+ years) commitment to relationship with IAD**
- **Excellent track record of achievements**

Observations

- **IAD must achieve its growing mission under very demanding conditions:**
 - Budgetary reductions
 - More demanding, complex and interdependent customer needs
 - Ridged and dated acquisition framework of statutory, regulatory, and policy requirements
- **Meeting these challenges requires IAD to develop creative, flexible, and responsive solutions**
- **Small businesses traditionally provide creativity, technology and responsiveness to the marketplace**

The SBC has the characteristics and capabilities that IAD needs, we lack the mechanisms to effectively deliver them

Recommendations

- **The IAD Community (NSA, large and small businesses) need to consider a different strategic acquisition approach:**
 - Optimized for **results** delivered to IAD... not funds expended
 - Focusing small businesses what they do best:
 - Flexibility
 - Creativity
 - Responsiveness
 - Structured to promote cooperation
- **We the SBC need to do our part to help**

What Can We Do?.. Near Term

- **Create solutions to IAD's challenges that leverage our strengths as a small business community**
- **Create a website for the IAD SBC:**
 - Provide the community with an identity
 - Post your contact information plus a synopsis of each company's capabilities on the site
 - Communicate and partner with other small businesses to create/pursue opportunities
- **Organize ourselves to communicate our needs more effectively to IAD**

What Can WE Do?.. Longer Term

- **Create an association (The IAD Small Business Association (ISBA))**
- **Dedicated to addressing issues and opportunities facing the small businesses supporting IAD**
- **Provide guidance, assistance, and take actions to benefit its members with the IAD's best interests as the underlying foundation**

A Proposed Framework for ISBA

- **Perform as an advocacy group for the small businesses supporting IAD:**
 - Structure as a Not-For-Profit organization
 - Managed by a Board of Directors elected from membership
 - Provide liaison with NSA/IAD, local, state, and federal elected officials, legislatures, and special groups and committees
- **Take actions to develop or improve the IAD SBC's ability to develop, attract, retain, and more effectively execute business opportunities**
- **Foster the increased and improved interaction between small businesses for providing better and more efficient services to IAD**