

## **Small Business Person of the Year – Industry (2017)**

The xxxx Chapter is proud to nominate xxxx, CEO, xxxx, Inc., for the Small Business Person of the Year Award for his incomparable support of this Chapter, commitment to strengthening AFCEA goals, and extraordinary Small Business service to the nation and his community.

Since xxxx's inception in 1997, xxxx has shown a selfless commitment to the furtherance of AFCEA's goals. He has invested time and financial resources to a wide variety of Chapter events. Over the last several years xxx has been instrumental in perpetuating our New Horizons Symposium as a must-attend event. As a member of a xxxx-centric bluegrass band he has volunteered and performed at the welcome reception, setting a tone of excitement and anticipation for the remainder of the symposium. This year, his band was scheduled to play at the symposium's main evening event. A record-setting snowstorm prevented the musicians from getting to the hotel, yet xxxx performed solo for conference participants!

xxxxserves as a member of the AFCEA xxxx Chapter Board, and is active in the AFCEA Fellowship Awards and Golf committees. He is a mainstay as a co-chair of each of our signature golf tournaments. This year he was active in AFCEA's Fellowship Program, serving on the committee to select and award top STEM-oriented students internship positions at local companies.

The above are but examples of almost two decades of his strong commitment and support to our Chapter and AFCEA.

Additionally, xxxx epitomizes community commitment. He successfully advocated for the funding of a major renovation to the xxxx Public Library. Through financial support and company-wide volunteerism, xxxx and xxxx provided the impetus to create the xxxx High School Robotics Club. For more than a decade, this club has provoked and sustained vital student interest in STEM.

xxxx has been the true visionary and dynamic force behind xxxx. He has spearheaded his company's strategic direction to deliver innovative, value-added software and analytic services to support a wide range of federal agencies including the Department of Defense, FAA, Homeland Security, and the Intelligence Community.

Additionally, under his direction, the company has focused on using innovation to bring value to the AFCEA community. xxxx is an active strategist in technology innovation, collaborating in a partnership with the Air Force, Navy, and prime contractors. xxxx's RTTK Real-Time Platform developed in collaboration with the Navy unlocks real-time machine data and enables real-time analysis to simplify and understand complex systems. xxxx's Virtual Radar Simulator (VREX), developed in collaboration with the Air Force, employs off-the-shelf massive parallel computing to provide cost saving and real-time high fidelity radar simulation in the lab. Extraordinary achievements such as these barely scratch the surface of his small business pioneering spirit, stalwart leadership, and notable small business contributions to enrich our national security.

Bottom line? xxx's long-term commitment and outstanding contributions to AFCEA and the AFCEA community, and Small Business make him unequivocally deserving of this special Small Business Person of the Year Award.

## **Small Business of the Year (2017)**

xxxx, an AFCEA corporate member since 2009, was founded in 1997. An independently-owned Small Business with 198 employees (42 veterans), xxxx exemplifies deep commitment to AFCEA's mission, values, and activities through extensive volunteer hours, established financial commitment, and executive support. xxxx avidly promotes AFCEA volunteer leadership with multiple employees serving in key Chapter/International roles. Currently, xxxx staff serve as President of xxxx Chapter, VP Chapter Affairs at xxxx Chapter, and founding member of the AFCEA International xxxx Committee. xxxxYAFCEAN xxxx received the Emerging Leader award for her contributions.

As AFCEA volunteers, xxxx employees have led and supported over 40 IT Days, countless Chapter Events, and 4 AFCEA International conferences. xxxxis keenly engaged on the development and guidance of Young AFCEANs, with financial sponsorship of Mentor-Protégé Programs and xxxx executives, including the CEO, serving as YAFCEAN mentors. At xxxx, xxxx sponsored the chapter's 2016 Education Foundation Internship Program. Through this program, they challenged high school graduates with IT-related, hands-on training led by xxxx professionals. Additionally, they supported Junior Enlisted Service members by introducing them to AFCEA Professional Development programs. xxxx donated luncheon seats and sponsored 20 Junior Enlisted AFCEA memberships in 2016.

xxxxsupports events financially; they were recognized as the top Small Business Sponsor in 2016 at the xxxx Chapter with over \$9000 in sponsorships. At xxxx, xxxx is a corporate sponsor of all major events, including xxxx, Golf Tournament, and Luncheon Series. xxxx also sponsors events at the xxxx and xxxx chapters.

Differentiator. xxxx's stands out as the #1 contractor for the USAF NETCENTS2 vehicle, ahead of 75 Large and Small Vendors. They have been awarded 32 Task Orders totaling \$211M. Their performance on these contracts has given their USAF clients confidence the Small Business community can perform at the highest levels on mission-critical systems, many previously supported by large businesses. This impact positively enables follow-on set asides for other small businesses.

Client Service. xxxx's excellence in Client Services has been demonstrated in excellent CPARS ratings and customer feedback on a combined 180+ awards across the Federal Government. Their delivery teams are recognized as top performers in IT contracting. xxxx has been included in several industry rankings including: Deloitte's Technology Fast 500" (twice), Washington Technology Fast50 (twice), and Inc. Magazine's 5000 List of America's fastest-growing private companies (six times).

Business Practices. xxxx is committed to developing strong business practices in their company systems with a focus on quality. They earned ISO certifications including 9001:2008, 20000-1:2011, 27001:2013, and achieved CMMI Maturity Level 3 (ML3) for both Development (DEV) and Services (SVC).

Staff Training. xxxx also invests in their employees' professional development and training. They encourage employees to continue their education, and reimburse the cost of technical training and professional affiliations/events.

Community Outreach. Outside of AFCEA, xxxx supports the local community through the dedication of time and financial support at the George Mason University Center for Innovation & Entrepreneurship and the WashingtonExec STEM Symposium.

## **Small Business of the Year (2017)**

xxxx has been with the 763d Specialized Contracting Squadron (SCONS) as a contracting specialist / procurement analyst for more than 25 years. During this time, xxxx has worked directly with military, government and industry to ensure that the federal government develops sound solutions to execute the mission through contract solutions. In her current position as the Small Business Professional for the 763d SCONS, xxxx works with more than 100 small businesses throughout the xxxx metro area including the continental United States. In fact, xxxx conducted outreach activities with more than 245 individuals representing a diverse cross section of small businesses. As part of her robust outreach activities, xxxx participated in outreach engagements throughout the metro east xxxx area including the xxxx AFCEA chapter symposium and brown bag opportunities for small businesses. Moreover, she also participated in numerous Inter-Agency outreach programs including the USTRANSCOM Forecast to Industry days where she conducted more than 20 one-on-one sessions with small businesses.

xxxx has made a tangible and economic impact on the small business community through her efforts to increase small business awards demonstrating her dedication as a champion for competition. In fact, the 763d SCONS increased their Small Business obligations from 17% to 38% over the last five years surpassing the squadron record. In FY16 alone, the 763d SCONS executed 527 contracting actions valued at more than \$189M. Of the \$189M in contract actions, contract awards of \$89.9M were awarded to small business concerns-32% above and beyond small business goals. In fact, the 763d SCONS exceeded all socioeconomic goals in FY16 through the dedication of the contracting squadron and especially xxxx. As part of her professional leadership objectives, xxxx mentors young procurement specialists by providing them with specialized on-the-job training and senior leadership oversight. By implementing this robust mentor-protégé program, xxxx ensures that the core qualities of the 763d SCONS continue to flourish.

xxxx has been a very real asset to the Small Business community and a major player in supporting AFCEA events. It with great pleasure that we nominate xxxx for the Small Business Person of the Year - Government Category.

## **Small Business Advocate (2016)**

I am pleased to nominate xxxx, Small Business Advocate of xxxx, for the Small Business Advocate award.

Xxxx has annual revenues of \$3.4 billion and is an AFCEA corporate member.

xxxx serves as the AFCEA SB Subcommittee Program Chair and has been active in AFCEA Chapter events for xxxx, xxxx, and xxxx. She has served on the board of the AFCEA xxxx Chapter for two years.

xxxx demonstrates small business advocacy in the following areas:

- \* Tracks small business legislation and rulings to keep xxxx's internal organization informed of the increasing need for careful compliance of socioeconomic goals.
- \* Actively participates in the development of small business teams for xxxx bid pursuits.
- \* Personally interviews 3-5 small businesses per week to identify qualified small business partners for xxxx teams.
- \* Refers small businesses to xxxx program managers on a regular basis for team-building or gap-filling.
- \* Assisted in development of xxxx's searchable database of small businesses, which contains over 10,000 small business to date.
- \* Increased revenues for numerous small businesses by using them as key subcontractors on xxxx large bids, including those for Navy, Army APG, Department of State, DHS and the VA, among others.

xxxx has managed xxxx's Mentor-Protégé program since its inception. xxxx currently has four active Mentor-Protégé relationships in place, and has six past Protégés. xxxx won the DHS Mentor-Protégé Team of the Year in 2011. With acquisition of L-3 NSS, xxxx now has four more Protégés. NSS has won two Nunn-Perry awards for their Protégés, in 2010 and 2014.

xxxx participates in numerous forums and matchmaking sessions on a regular basis, including those hosted by federal agencies (DoD, VA, DHS, Navy, Army, State, DLA), and those hosted by AFCEA chapters, NDIA, ACT/IAC and Coalition for Government procurement. xxxx participated in 36 external events this past year.

xxxx established xxxx-hosted Open Houses to meet and interact with small businesses in specific socioeconomic areas. Small businesses attendees participate in matchmaking sessions with business development representatives and PMs from each xxxx business group, including 30-50 businesses per session. xxxx has hosted three open houses for HUBZones, two for SDVOSB's, two for WOSB's and one regional open house at Army APG. Federal agency small business representatives from the SBA and the Army have participated in the last three sessions.

xxxx, as xxxx's Small Business Advocate, has earned a reputation in our community as a genuine and effective small business advocate. She has established relationships with numerous agency small

business offices, both DoD and civilian, and has participated in panels and matchmaking events. xxxx goes the second mile for qualified small businesses. The best compliment she received from a small businesses was, "You are the real deal---some small business advocates just talk---you really do it."