

2016

ANNUAL REPORT

PSC PROFESSIONAL
SERVICES
COUNCIL

The PSC Mission

PSC's mission is simple and focused: to provide unparalleled value to our members by being the leading advocate and resource for the federal professional and technology services industry.

The Professional Services Council (PSC) is the voice of the government technology and professional services industry, representing the full range and diversity of the government services sector. PSC is the most respected industry leader on legislative and regulatory issues related to government acquisition, business and technology. PSC helps shape public policy, leads strategic coalitions, and works to build consensus between government and industry. PSC's more than 400 member companies represent small, medium, and large businesses that provide federal agencies with services of all kinds, including information technology, engineering, logistics, facilities management, operations and maintenance, consulting, international development, scientific, social, environmental services, and more. Together, the trade association's members employ hundreds of thousands of Americans in all 50 states.

2016

Table of Contents

3	President's Message
4	2016 Year in Review
16	What has PSC Done?
17	PSC by the Numbers
18	PSC Goals and Councils
25	Key Programs
32	Maximize Your Membership
33	Membership Engagement Checklist
34	Partnerships and Community
35	Executive Committee
36	2017 Board of Directors
38	Member Companies
41	Application
42	PSC Staff

Dear Readers,

With 2016 behind us, the future looks very different than many expected.

As the new administration and Congress begin to impact the federal government's policies and programs, PSC will focus more than ever on our mission to be the leading advocate and resource for the federal technology and professional services industry. The starting point for that focus will be building on what PSC did in 2016.

This annual report shows that PSC has been an active advocate on your behalf, facilitating key discussions, educating decision-makers, and deepening the appreciation of our industry. Here are some of our key accomplishments in 2016.

PSC advocated on your behalf by:

- Championing opposition to regulatory implementation of the "Fair Pay and Safe Workplaces" Executive Order (including language in the National Defense Authorization Act (NDAA) curtailing its application),
- Securing language in the NDAA mitigating the use of "Lowest Price, Technically Acceptable" source selection standards for services by the Defense Department,
- Fighting against re-establishment of arbitrary caps on services contracts,
- Opposing bid protest provisions that would increase costs and restrict options for unsuccessful bidders,
- Supporting legislation to modernize and enhance federal IT systems (MOVE IT Act, MGT Act), and addressing the role of technology in the market, and
- Encouraging removing barriers to acquisition of commercial services and technology.

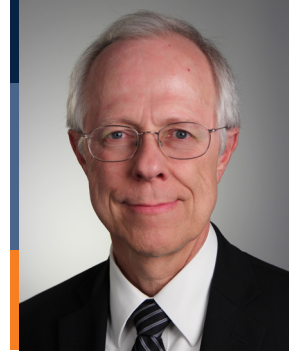
PSC facilitated key discussions including:

- Holding over 100 industry events, including our signature Leadership Summit and Annual Conference, ACQUIRE, Tech Trends, Vision and CIDC Development Conferences, council meetings, contracting series events, and more,
- Spearheading reverse industry day programs at major civilian agencies, including leading roles in VA's 2016 nationwide training program, the DHS Acquisition Innovation Roundtable (AIR) initiative, and the CMS reverse industry panel,
- Convening widely attended programs with GSA on contracting services and on category management,
- Engaging with the congressionally mandated "Section 809" panel, OMB's DATA Act Pilot Program, and other government study groups,
- Hosting personnel security forums with the Office of Personnel Management and with the Departments of State, Justice, and Homeland Security to address key security clearance issues, and

- Conducting the nation's only Service Contract Act training held in cooperation with the Department of Labor Wage and Hour Division.

PSC helped educate federal and industry decision-makers by:

- Conducting and releasing our Acquisition Policy Survey, CIO Survey, CTO Study and Vision Federal Market Forecast,
- Providing key feedback directly to agencies on major new and evolving federal acquisitions,
- Developing and then distributing our management agenda to the Trump Administration's transition teams,
- Conducting tailored policy programming on small business subcontracting requirements, DoD source selection guidance, and Fair Pay and Safe Workplaces implementation,
- Developing acquisition tools for federal agencies, including past performance information collection and proposal innovation templates, risk and tripwires guidelines, and an Independent Government Cost Estimate (IGCE) matrix,
- Developing white papers and engaging with key policymakers to identify non-value-added reporting and compliance requirements for contractors,
- Providing extensive input to USAID on their internal guidance on choice of instrument and other policies, and engaging extensively on Afghanistan taxation issues, and
- Issuing our Tech Corridors paper in collaboration with regional technology organizations and our Cloud Report on best practices for federal agency adoption of commercial cloud solutions.



PSC has deepened the appreciation of the value of our industry by being the sought-after public voice of the federal contracting industry, including being cited in media more than 350 times, conducting more than 15 radio/TV appearances, and garnering more than 2.4M social media impressions.

We look forward to addressing new challenges and new government partners in 2017. Together we can move towards a fairer and more competitive federal market place, a stronger partnership with government customers, and continued value for the citizen and the mission. Thank you for your continued support of PSC and your engagement with us in the coming year.

Sincerely,

David J. Berteau
President and CEO

2016 YEAR IN REVIEW

January



LAN Roundtable With Sen. Udall CoS

PSC's Legislative Action Network (LAN) hosted a roundtable discussion with Bianca Ortiz Wertheim, Chief of Staff for Senator Tom Udall (D-NM) on Friday, January 15. The meeting was a good opportunity to discuss where the Senator's and PSC member companies' priorities overlap.

Afghan Tax Issues

PSC worked aggressively across the federal government to resolve the issue of improper taxes being levied by Afghanistan on US companies working for USAID and the departments of State and Defense, among others. Numerous meetings were held with US officials in these agencies as well as with Congress to keep pressure on Kabul to abide by existing treaties and agreements which exempted USG funds from taxation. These efforts culminated in a meeting with the Afghan Minister of Finance at the Embassy of Afghanistan in Washington with PSC, impacted member companies and State/ USAID senior officials.

2016 PSC CIDC Development Conference

The Council of International Development Companies' Third Annual Development Conference featured USAID Chief of Staff Michelle Sumilas and Undersecretary for Civilian Security, Dr. Sarah Sewall. *See pg. 26 for more details.*



2016 PSC Leadership Summit

The congressional outlook was front and center during PSC's annual Leadership Summit. Attendees heard from Congressman Rob Wittman and senior staff from the Senate Armed Services Committee, Senate Homeland Security and Governmental Affairs Committee, and the House Homeland Security Committee about their priorities for the year. *See pg. 26 for more details.*

February

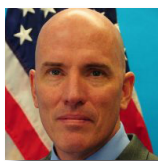


Government Affairs Committee Meeting

Kevin Gates, Professional Staff Member to the House Armed Services Committee, provided insight on the Committee's legislative and acquisition reform agenda.

Veterans Affairs Task Force Meeting

Principal Deputy Assistant Secretary for Policy and Planning with the Department of Veteran Affairs, Dat Tran, addressed members on the important aspects of the VA Policy and Planning organization, especially in the context of some changes underway and being contemplated.



Defense & Intel Council (D&IC) Meeting with DAU Acquisition Management Leadership

The D&IC hosted Defense Acquisition University's (DAU) William Parker, Director of the Acquisition and Program Management Center, and Randy Pilling, Program Director of Services Acquisition, to discuss DAU's current training efforts and to obtain industry's perspective on remaining within the acquisition workforce gaps.



CIDC Meeting with Crista Wise

Our February 18 CIDC Meeting with new USAID Ombudsman Crista Wise afforded her and us the opportunity to get know each other better. It was evident from our conversations with her that the Choice of Instrument reviews conducted by our Procurement Reform Task Force are having an impact.

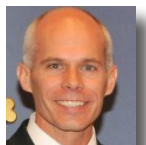


Vision Strategic Planning Forum

A highly popular panel of industry strategists gathered to offer their views on the President's Budget Request, the major challenges facing the industry and their perspective of the longer-term market impacts on defense, services, and technology companies. *See pg. 27 for more details.*

Homeland Security Task Force Meeting

At the February 24 Homeland Security Task Force meeting, members had the opportunity to engage with Drew Kuepper, the Deputy Assistant Secretary for Unity Effort Integration with the Department of Homeland Security.



2016 YEAR IN REVIEW

March



Government Affairs Committee Meeting

Attendees had the unique opportunity to engage with Seán F. Crean, RADM, SC, USN (ret), Director, Office of Government Contracting, U.S. Small Business Administration. RADM Crean discussed the ongoing regulatory implementation of the Small Business Jobs Act and small business provisions in recent National Defense Authorization Acts, including subcontracting reporting; the government's progress in promoting small businesses and achieving its contracting goals; the impact of federal strategic sourcing initiatives; and related topics.



Vision Kickoff

Attendees of the Vision Kickoff are given the opportunity to participate in exclusive, face-to-face meetings with government agency planners and decision makers, think tank experts, and Wall Street analysts to discuss issues facing the federal market, future programs and budgets. They were the first to discover the details on the direction of the market and where future money and opportunities exist before the forecasts were revealed at the November Vision Conference. *See pg. 27 for more details.*



Technology Council Meeting

PSC members engaged in the IT space had the opportunity to hear from National Institute of Standards and Technology (NIST) Fellow Dr. Ron Ross on IT and Cybersecurity Standards work that affects the entire federal market. Amongst other things, Dr. Ross discussed the NIST cybersecurity framework, implementation of NIST SP 800-171 (security requirements for contractors) and on-going work on NIST SP 800-160 (system security engineering).

Homeland Security Task Force Meeting

The Civilian Agencies Council's Homeland Security Task Force engaged with Eric Leckey, Deputy Chief Administrative Officer and Chief Privacy Officer, Federal Emergency Management Agency, for a discussion concerning areas that are central to fulfilling FEMA's disaster response role.

CIDC Meeting with New USAID Administrator

The CIDC engaged with USAID's Administrator, Gayle Smith, for a thought-provoking dialogue on key international development issues.



Roundtable with Air Force Senior Services Executive

This roundtable with Air Force Senior Services Executive, Randy Culpepper, the Air Force PEO for Combat and Mission Support, focused on the Air Force's Bending the Cost Curve Think Tank initiative. This initiative, which is an outgrowth Secretary of the Air Force Deborah James' presentation at the 2015 PSC Annual Conference, aims to explore how the Air Force can reduce the cost of service contracts while still obtaining the capabilities they require.

Service Contract Act Training

PSC and the Department of Labor Wage and House Division hosted this training course to help participants become SCA-savvy in: opportunity identification, capture strategy, bid-no-bid decisions, contract pricing, contract price adjustments, and more during the March 2016 SCA Training course.

PSC Orientation Webinar

The PSC Membership Orientation was a helpful refresher on how members can engage more with PSC, and was an excellent way to learn about all of the opportunities available within membership.

PSC Hires David J. Berteau as New President and CEO.



April



Government Affairs Committee Meeting

Christy DeSanctis, Professional Staff Member, Committee on Education and the Workforce, U.S. House of Representatives, engaged with PSC members on the committee's legislative agenda, including its work related to the Executive Orders on contractor labor policy (such as Fair Pay and Safe Workplaces, Contractor Paid Sick Leave, & overtime regulations).

CIDC Meeting with USAID Official to Discuss DRG Draft Guidance

PSC hosted Neil Levine, Senior Advisor, Ctr. of Excellence for Democracy, Human Rights and Governance, U.S. Agency for International Development during the April 5 CIDC meeting. This meeting was in response to a cover letter from USAID's office of Democracy, Human Rights and Governance (DRG) requesting input from the CIDC Members on the draft guidance that was included.

Working Session on Cost Realism/ Reasonableness

This session crafted industry input to assist the government in conducting cost realism and reasonable analysis during the source selection process.

Briefing by OPM on the NBIB

PSC hosted a briefing by the Office of Personnel Management regarding the establishment of the National Background Investigations Bureau, a new organization established to manage and centralize the security clearance process.

2016 PSC Annual Conference

The 2016 PSC Annual Conference entailed hundreds of senior executives of our government technology and professional services industry convening for two days for panels, discussions and networking opportunities. *See pg. 26 for more details.*



Veterans Affairs Task Force

Dr. Poonam Alaigh is part of the senior team advising the Under Secretary for Health. At this session, PSC members learned about the latest progress on VA initiatives; members exchanged ideas on how industry can partner with the VA to realize the agency's vision for transformation, and much more.

Working Group on Defining & Measuring Acquisition Outcomes

PSC members gathered to identify practical examples and develop recommendations for how the federal government can better define and measure the desired outcomes of its acquisition process.



Contract Finance & Cash Flow Committee Meeting

John Hill, Assistant Commissioner, Fiscal Service, U.S. Department of the Treasury, and Bo Shevchik, Alliance Director, Invoice Processing Platform (IPP), U.S. Federal Reserve, provided members with an update on federal agency transition to all-electronic invoicing (e-Invoicing).



CIDC Meeting with Roy Plucknett, USAID Procurement Executive

The Council of International Development Companies had the privilege of networking with Roy Plucknett, who serves as the Agency’s Senior Procurement Executive and Chief Acquisition Officer, leading a team of several hundred acquisition and assistance professionals serving USAID around the world.

Defense Acquisition Reform: What it Means for Your Business

PSC’s VP of Government Relations, Roger Jordan, joined Bloomberg Government to discuss the potential ramifications of The Acquisition Agility Act on the Department of Defense’s acquisition processes and industry.

Health & Human Services Task Force Meeting

This forum was a unique opportunity for PSC members to engage with Dr. Angela Billups in a thought-provoking dialogue on the new HHS Acquisition Lifecycle Framework – Portfolio (HALF-P), which describes the acquisition lifecycle of the products and services that HHS and its operating divisions purchase.



DoD Services Acquisition Policies: What’s New? What’s Not?

Among the featured speakers were Ken Brennan, Deputy Director, Services Acquisition, Department of Defense; and Alan Chvotkin, PSC EVP & Counsel. In their dialogue, the panel engaged in an insightful discourse of the opportunities and challenges facing services contracting in the Department of Defense.



2016 PSC Annual Conference

May



Government Contracting Risk Forum

The Honorable Suzanne E. Spaulding, Undersecretary, National Protection and Programs Directorate (NPPD), Department of Homeland Security, headlined the PSC (and member company Marsh & McLennan) Government Contracting Risk Forum. Secretary Spaulding delivered an insightful keynote address on the emerging threats to U.S. Government Contractors.

Government Affairs Committee Meeting

PSC was pleased to welcome Troy Cribb, Associate Administrator, Office of Government-wide Policy, U.S. General Services Administration (GSA). Ms. Cribb engaged with members in an in-depth discussion on her priorities in her new role at GSA and provide her perspectives on trends in federal acquisition and technology policy.

Health IT Industry Breakfast

At PSC's Health IT Industry Breakfast, panelists representing the General Services Administration took the time to engage with PSC, the Civilian Agencies Council, and membership, and discussed the proposed addition of health IT SIN to Schedule 70 and the ramifications that action has for the professional services health IT market.

Working Group on Outcomes Orientation & Army SAW Presentation

PSC hosted representatives from the U.S. Army for a presentation on their Services Acquisition Workshop (SAW) process. This forum gave members the opportunity to hear directly from the 'front lines' of the DoD initiative to promote outcomes oriented acquisition for large services procurements.

CIDC Meeting

PSC President & CEO David Berseau discussed his priority for PSC in the coming year and the critical role that CIDC members play in the organization.



USAID Partner Vetting Update Briefing

Several USAID officials were in attendance at PSC's USAID Partner Vetting Update Briefing. Members heard first-hand from USAID reps, including Assistant Administrator for Management, Angelique Crumbly, the latest news on the USAID partner vetting programs. Also in attendance were senior representatives of USAID regional bureaus, and senior leadership from the Office of General Counsel and Office of Security.

Working Group on Digital Services

Co-chaired by Tom Greiner (Accenture) and Chris Smith (AT&T), the Digital Services Working Group was established to evaluate current federal digital services implementations, and offer recommendations on how to maximize the effectiveness of digital services efforts. Subjects of discussion included; the importance of government buyers becoming more savvy about contracting for digital services; when in the process is the best time for a digital services team to become engaged; and when work is best performed by the private sector (as opposed to in-house development efforts).



June



PSC Reaches More Than 400 Members!

What VA's New Acquisition Directives Mean for Industry

Greg Giddens, Principal Executive Director, Office of Acquisition, Logistics, and Construction at the Department of Veterans Affairs networked with PSC members at this early-June breakfast meeting to discuss his insights into VA and industry principles and operations. Giddens recently issued two illuminating memos on VA "Procurement Principles" and "Encouraging Industry Engagement."



Government Affairs Committee Meeting

Lesley Field, the Deputy Administrator for the Office of Federal Procurement Policy, engaged with PSC members at the June 3 Government Affairs Committee Meeting.

ACQUIRE Conference & Expo

PSC was a founding partner of the ACQUIRE Conference and Expo, a two-day educational conference and tradeshow for government acquisition and management professionals. *See pg. 28 for more details.*



Executive Breakfast with Diane Frasier from NIH

At a packed conference room in Bethesda, the NIH head of contracting activity Diane Frasier illustrated to PSC member companies ongoing initiatives at NIH and what acquisition policy trends and changes mean for professional services contracting at NIH.



Working Group on Outcomes Orientation

PSC's contracting and policy experts established a high-level dialogue with membership regarding the identification of successful examples of Performance-Based Acquisitions and best practices, in order to help make recommendations to federal agencies in defining and measuring their desired outcomes using Performance Work Statements (PWS), Statements of Objectives (SOOs), or other mechanisms that allow contractors to creatively and effectively fulfill agency missions.

Meeting with USAID DAA for Africa, Oren Whyche-Shaw

A crowded conference room, filled with dozens of leaders from the international development community greeted the USAID Deputy Assistant Administrator for Africa, Oren Whyche-Shaw, at PSC's CIDC meeting



on June 16. Whyche-Shaw discussed the agency's key priorities and challenges working on the continent, which included: youth initiatives, climate change, agricultural development, and poverty alleviation, among other challenges and opportunities for growth with the CIDC.

Executive Briefing on DoD Source Selection Procedures

PSC members were briefed by DPAP Deputy Director for Program Acquisition, Jill Stiglich, on new DoD Source Selection Procedures. Stiglich articulated the next steps in its implementation, along with its relationship to other DoD guidance and procedures—such as the DoD Directive (5000.74) for services.

Technology Council Meeting

PSC's Technology Council held a conference call to provide an update on current council activities, answer member questions and solicit ideas for future Tech Council engagements.

Service Contract Act Training

The Department of Labor Wage and House Division hosted this training course to help participants become SCA-savvy in: opportunity identification, capture strategy, bid-no-bid decisions, contract pricing, contract price adjustments, and more.

Working Group on Digital Services

Subjects of discussion included; the importance of government buyers becoming more savvy about contracting for digital services; when in the process is the best time for a digital services team to become engaged; and when work is best performed by the private sector (as opposed to in-house development efforts).

Federal Acquisitions: Changes Coming to DOD & DHS Purchasing

PSC President & CEO David Berteau and Vice President of Government Relations Roger Jordan partnered with analysts from Bloomberg Government to engage in an illuminating dialogue discussing the legislation, regulation and policy issues affecting how DOD and DHS buy goods and services, with a focus on the future FY17 NDAA.

Acquisition Policy Survey Released

The biennial Acquisition Policy Survey, published in conjunction with member company Grant Thornton, surveys senior government procurement executives and practitioners about the state of federal procurement practices, policies and the acquisition environment.

2016 YEAR IN REVIEW

July



Government Affairs Committee Meeting

PSC hosted House Armed Services Committee (HASC) Procurement Director Emily Murphy and Professional Staff Member Bob Daigle, as the guest speakers at PSC's July 8 Government Affairs Committee meeting. Murphy and Daigle detailed acquisition provisions in the House version of the FY17 NDAA and the outlook for conference negotiations with the Senate. The HASC representatives also took the time to thoughtfully address the questions and concerns of our members, while delivering professional insights on the coming legislative provisions.



Small Business Contracting Rules

PSC held a forum on the changing federal business contracting rules and exposed attendees to the most recent developments in SBA rules and procedures, including limitations on subcontracting and the treatment of "similarly situated" entities; defining affiliation and joint ventures; subcontracting plans and recertification requirements, as well as other SBA policies. Among the featured panelists for the July 13 meeting forum were Kenneth Dodds, Director, Office of Policy, Planning and Liaison, Small Business Administration; Paul Debolt, Partner, Venable LLP; and PSC's Alan Chvotkin. This forum was an engaging and all-encompassing opportunity for membership to network with leaders in industry and government and to stay up to date in potential changes affecting their business.



CIDC Meeting with USAID Assistant to the Administrator for the Bureau for PPL

Wade Warren, USAID Assistant to the Administrator for the Bureau for Policy, Planning and Learning (PPL) illustrated USAID priorities, the state of international development, and opportunities for innovation and expansion. Among the issues Warren discussed were opportunities for USAID to enhance youth programs and the need to focus on aid delivery and planning within the context of increasing urbanization in the developing world and continuous demographic changes.



Discussion With FEMA Mission Support Executive Dave Grant

The CAC's Homeland Security Task Force was excited to have Dave Grant, Associate Administrator for Mission Support, Federal Emergency Management Agency engage with membership on areas that are central to fulfilling FEMA's disaster response role, given his specialities in information technology, human capital, security, procurement, and administrative processes with FEMA.

DoJ Personnel Security Industry Forum

PSC held the first ever Department of Justice Personnel Security Industry Forum with security officials from the Department of Justice HQ, FBI, ATF, DEA, and the U.S. Marshals Service. Agency representatives discussed security requirements; timelines for processing; reciprocity policies and practices; recurring issues with industry; and what industry can do to help facilitate the security process. After the agency presentations, the panelists engaged in a facilitated question and answer session led by Mary Edington from Deloitte.



August

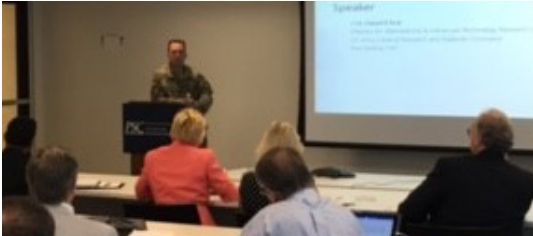


Dumbarton Strategies CEO Michael Bayer Discusses Defense Transition

Dozens of PSC members and industry leaders in the defense and government space engaged with Michael Bayer, President and CEO of Dumbarton Strategies, on how the (then) upcoming presidential election would influence the Department of Defense leadership turnover. Bayer expounded upon organizational concerns the DoD considers during an election year, the numerous players responsible for handling management and personnel transition, and the enormity, complexity, and importance that a smooth and successful Department personnel transition would have for the incoming administration.

PSC Meets with a U.S. Army Health IT Leader

PSC hosted Col. Daniel Kral, Director for Telemedicine & Advanced Technology Research Center (TATRC), at the US Army Medical Research and Materiel Command elaborated to speak about the goals of TATRC, the organization's unique programs and missions, the expansion of telemedicine, and the organizational structure and portfolio of TATRC.



NBIB Transition Update at Government Affairs Committee Meeting

Christy Wilder, Deputy Manager of the National Background Investigations Bureau Transition Team, spoke at the GAC on the creation of the NBIB to update members on the status of this new agency that was established to oversee federal security and suitability screening. The GAC also discussed ongoing security clearance issues across the federal government and other recent legislative and regulatory developments impacting contractors.



CIDC Meeting with USAID's Jonathan Stivers

The CIDC welcomed Jonathan Stivers, USAID Assistant Administrator of the Bureau for Asia, to the council's August meeting. Stivers, whom oversees a budget of \$1.1 billion in assistance in 32 countries in South Asia, Central Asia, East Asia and the Pacific Islands, informed CIDC members on USAID priorities in Asia. Stivers enumerated on USAID initiatives to develop the region, and the federal government's foreign policy priorities and opportunities in the area.

2016 YEAR IN REVIEW

September



PSC Contracting Series: Category Management & Professional Services

Tiffany Hixson, Regional Commissioner, Federal Acquisition Service (FAS), U.S. General Services Administrations (GSA) engaged with members at PSC's September 1 Contracting Series event. Hixson provided her expert insight into the conversation on the professional services category strategic plan and what it means for industry suppliers. The GSA Regional Commissioner broadened the conversation on supplier management and engagement strategies, tracking and reporting of transactional data, prices paid and labor categories, and additional considerations for industry input in the government's second largest category of contract spending.



Market & Mission Impact of DHS Acquisition Vehicles

PSC partnered with the Homeland Security & Defense Business Council to provide a forum for government and industry stakeholders to discuss the impact and implications of multiple award acquisition vehicles (OASIS, Alliant 2, EAGLE II, FLASH, etc.) and possible changes in category management, to the DHS mission and to the companies that comprise the DHS industrial base. Among panelists were Soraya Correa, DHS Chief Procurement Officer, and Luke McCormack, DHS Chief Information Officer. Attendees gained expert insights into the government's goals, objectives, and strategies behind the choice of acquisition vehicles, as well as how these decisions are shaping and influencing future acquisition trends.



Suspension & Debarment Officials at Government Affairs Committee Meeting

The Acquisition and Business Policy Council welcomed David Sims (Chair, Department of Interior), Lori Vassar (Vice Chair, Department of Interior Office of Inspector General), and Duc Nguyen (Member, EPA), of the Interagency Suspension and Debarment Committee (ISDC) at the September 9 GAC Meeting. Sims, Vassar, and Nguyen discussed ISDC's annual report on federal suspension and debarment activities and related topics and trends.

Winning Government Contractor Strategies in 2016

PSC's exclusive webinar, in conjunction with Market Connections and Salesforce, revealed major highlights from the 2016 Federal Government Contractor study. Business leaders in industry and IT updated members on what top contractors were doing to address marketing and business development challenges; contractors' efforts to maintain and improve government customer relationships; how contractors were embracing automation tools and bidding strategies; and how top contractors are looking to prepare for the future.

DPAP Director Claire Grady at ABPC Meeting

At the Acquisition and Business Policy Council's quarterly meeting, members connected with Defense Procurement and Acquisition Policy (DPAP) Director, Claire Grady. Director Grady provided an overview of major defense acquisition initiatives and the work of the "Section 809" acquisition streamlining panel on which she serves.



CIDC Meeting with Lesley Ziman

The CIDC's September monthly meeting saw Lesley Ziman, Managing Director for Regional and Global Affairs in the Office of U.S. Foreign Assistance Resources (F) at USAID. She discussed critical topics of international development with CIDC members and illuminated PSC on her role, and the activities of USAID's F Bureau.



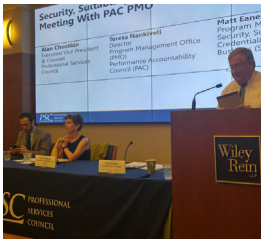
Results of 2016 Acquisition Policy Survey

PSC discussed the content of its 2016 Acquisition Policy Survey. Originally released on June 9, the survey, conducted jointly by PSC and member company Grant Thornton Public Sector since 2002, is the only report of its kind, capturing insights on the current and future state of federal acquisition from interviews with 80 senior federal acquisition executives.



Fair Pay & Safe Workplace: What You Need to Know

PSC members heard the latest updates and ramifications of the FAR Council and Department of Labor’s “Fair Pay and Safe Workplaces.” Mathew Blum, Associate Administrator of the Office of Federal Procurement Policy (and a key architect of the rule) engaged with members and informed PSC on the rules implementation.



Security, Suitability & Credentialing: Meeting with PAC PMO

PSC’s Acquisitions and Business Policy Council (ABPC) engaged with the Director of the Program Management Office (PMO) and Performance Accountability Council (PAC), Teresa Nankivell, as well as Matt Eanes, a Program Manager with the Security, Suitability, and Credentialing Line of Business (SSCLOB). Nankicell and Eaves briefed PSC members on recent progress on enterprise-wide security, suitability/fitness and credentialing reform efforts, to include an overview of the PAC Strategic Intent and the Enterprise Information Technology Strategy.

Annual Conference Committee Meeting

PSC members gathered in preparation for the Annual Conference to discuss current business trends, the economic and federal business outlook for services, and other membership concerns that might be translated into an engaging conference agenda topic.

Tech Trends Conference

The first Annual Tech Trends Conference in Arlington, Va. brought together technology leaders and senior government officials to engage on the top IT issues facing the federal government. *See pg. 29 for more details.*



Meeting with DHS’s Michael Smith

DHS’s Director of the Office of Selective Acquisitions, Michael Smith, spoke to PSC members on the status and outcomes of the Department’s Acquisition Innovation Roundtable (AIR) events on RFIs, the Acquisition Innovation in Motion (AIiM) initiative, activities of the Office of Selective Acquisitions, and more.



2016 YEAR IN REVIEW

October



Air Force Director Of Transformational Innovation Discusses OTAs

PSC was joined by Dr. Camron Gorguinpour, Director of Transformational Innovation within the Office of the Air Force Assistant Secretary for Acquisition. Dr. Gorguinpour discussed the Air Force's use of Other Transactional Authority (OTA), which does not fall under normal procurement rules. PSC members also had the opportunity to learn about how and why the Air Force is using OTAs.



DATA Act Update from Treasury at Government Affairs Committee Meeting

Christina Ho, Deputy Assistant Secretary for Accounting Policy and Financial Transparency, Department of the Treasury, was the guest speaker at the Government Affairs Committee (GAC) meeting on October 14. Secretary Ho provided an update on government-wide efforts to implement the Digital Accountability and Transparency Act of 2014 (DATA Act).



Meet the New USAID OAPA Assistant to the Administrator

The CIDC met and discussed their concerns with the new USAID Office of Afghanistan and Pakistan Affairs Assistant to the Administrator, Bill Hammink.

PSC Member Orientation Webinar

PSC offered an October webinar for members to get a clear understanding of the valuable opportunities available with membership, which is critical to ensure that PSC members make the most of membership and get the highest return on their PSC investment.



USAID Acting Assistant Administrator Angelique Crumbly at CIDC Meeting

In an exclusive event on October 20, USAID Acting Assistant Administrator Angelique Crumbly addressed the PSC Council of International Development Companies at the October meeting.

Working Group on Outcomes Orientation

Contracting and policy experts established high-level dialogue regarding the identification of successful examples of Performance-Based Acquisitions and best practices, in order to make recommendations to federal agencies in defining and measuring their desired outcomes using Performance Work Statements (PWS), Statements of Objectives (SOOs), or other mechanisms that allow contractors to creatively and effectively fulfill agency missions.

State Department Contract & Personnel Security Industry Forum

A panel of experts from the State Department's Bureau of Diplomatic Security joined PSC to discuss pressing issues related to the issuance of security clearances for personnel working in and for the State Department. Among the panelists were Kimberly Baugher, Industrial Security Division Chief, Office of Information Security, Security Infrastructure Directorate, Bureau of Diplomatic Security, and Dustin Hanks, Policy Advisor, Office of Personnel Security and Suitability, Security Infrastructure Directorate, Bureau of Diplomatic Security.

Understanding the Rule of Two Event

Members heard insights into new VA contracting requirements. Guest speakers Jan R. Frye, Deputy Assistant Secretary for Acquisition and Logistics, Department of Veterans Affairs (VA), and Kristen Ittig, Partner, Arnold & Porter, were joined by PSC EVP and Counsel, Alan Chvotkin during this informational panel on the significant changes in federal small business contracting rules.



Richard Formica, FMR CDT of Army Space & Missile Defense Command

Richard Formica, former Commanding General, U.S. Army Space and Missile Defense Command (ASMDC), discussed doing business with ASMDC in an "Army Space and Missile Defense Command 101" session, providing PSC members insight into the different customers within ASMDC, how the command operates, how to cater to the command, and the role of ASMDC in relations to other missile defense organizations within DoD.



November



GovCon Awards

PSC and the Northern Virginia Chamber of Commerce partnered to present the 14th Annual Greater Washington Government Contractor Awards™, the premier awards event for the Washington area government contracting community. This event was industry’s chance to recognize the best-in-class among the government contracting industry, and honor public sector leaders who have done the most to promote effective partnerships between the sectors.

Annual Conference Committee Meeting

PSC members gathered in preparation for the Annual Conference to discuss current business trends, the economic and federal business outlook for services, and other membership concerns that might be translated into an engaging conference agenda topic.

2016 Vision Federal Market Forecast Conference

The Vision Federal Market Forecast is the only non-profit, federal market forecast that addresses the defense, civilian, and federal IT markets. In its 52nd year, the Vision Conference had industry and government convene to present and discuss the results of the Vision Federal Market Forecast. *See pg. 30 for more details.*



SCA Training

Dozens of industry leaders and executives gathered for PSC’s two-day Service Contract Act Training course, hosted with the Department of Labor Wage & Hour Division. Attendees received expert insights into DoL compliance activities, gained knowledge in practices such as opportunity identification, capture strategy, and bid/no-bid decisions, and heard directly with DoL regulators who oversee their companies’ SCA-covered activities.



December



GAO Acquisition and Sourcing Management Team at Government Affairs Committee Meeting

Members heard from the GAO Acquisition and Sourcing Management team, including Director Tim DiNapoli, about their work examining “smarter buying” initiatives, DoD’s inventory of contracted services, and other issues of interest to industry.

ABPC: Exploring Multiple Award IDIQ Environment

PSC’s Matthew Taylor presented the findings of his research assessing the government’s use of multiple-award IDIQ vehicles, providing insight into which government customers are utilizing which contract vehicles and how competition for task orders varies across vehicles, customers, and types of work. Afterward, implications of PSC’s findings and potential recommendations for rationalizing the federal multiple-award IDIQ environment were discussed.



4th Annual CIDC Development Conference

The Fourth Annual CIDC Development Conference explored the post-election factors shaping the evolution of international capacity building and related shared government and international development company (IDC) objectives, and the roles and contributions of IDCs supporting U.S. government agencies’ critical missions. *See pg. 31 for more details.*

Board of Directors/Membership Meeting & Holiday Reception

Members attended the end-of-the-year BoD/ Membership meeting, followed by a holiday reception.



Federal Deputy CISO at Technology Council Meeting

Grant Schneider, the Federal Deputy Chief Information Security Office, addressed the Technology Council at its December council meeting.



What has PSC done?

On critical policy debates, PSC:

- Developed the “PSC 45” acquisition and technology agenda with recommendations for the next presidential administration and transition team,
- Championed opposition to regulatory implementation of the “Fair Pay and Safe Workplaces” Executive Order (including language in the National Defense Authorization Act (NDAA) curtailing its application),
- Secured language in the NDAA mitigating the use of “Lowest Price, Technically Acceptable” source selection methodology for services by the Defense Department,
- Fought against re-establishment of arbitrary caps on services contracts,
- Opposed bid protest provisions that would increase costs and restrict options for unsuccessful bidders,
- Supported legislation to modernize and enhance federal IT systems (MOVE IT Act, MGT Act), and addressing the role of technology in the market,
- Encouraged removing barriers to acquisition of commercial services and technology, and
- Engaged with leaders from OPM and National Background Investigations Bureau (NBIB) on key issues surrounding NBIB’s formation and role as principal federal security screening organization.

PSC continues to shape the market by:

- Spearheading reverse industry day programs at major civilian agencies, including leading roles in VA’s 2016 nationwide training program, the DHS Acquisition Innovation Roundtable (AIR) initiative, and the CMS reverse industry panel,
- Providing key feedback directly to agencies on major new and evolving federal acquisitions,
- Sharing with agencies tools developed by PSC working groups, including past performance information collection and proposal innovation templates, risk and tripwires guidelines, Independent Government Cost Estimate (IGCE) matrix, and more,
- Developing white papers and engaging with key policymakers to identify non-value-added reporting and compliance requirements for contractors,
- Engaging with the congressionally mandated “Section

809” panel, OMB’s DATA Act Pilot Program, and other government study groups,

- Convening widely attended programs with GSA on contracting services and on category management,
- Conducting tailored policy programming on new small business subcontracting requirements, DoD source selection guidance, Fair Pay and Safe Workplaces implementation, and a host of other policy developments,
- Providing extensive input to USAID on internal guidance on choice of instrument and other policies, and engaged extensively on Afghanistan taxation issues, and
- Hosting personnel security forums with the Office of Personnel Management and with the departments of State, Justice, and Homeland Security to address key security clearance issues.

PSC continues to be the most visible thought leader on issues that matter:

- 350+ media citations in 2016,
- 15+ radio and TV appearances; regular appearances on Government Matters TV and Federal News Radio,
- 2.4M+ social media impressions; new strategy being implemented,
- Conducted and released Acquisition Policy Survey, CIO Survey, CTO Study and Vision Federal Market Forecast, and
- Issued “Tech Corridors” paper on collaboration with regional technology organizations and “Cloud Report” on best practices for federal agency adoption of commercial cloud solutions.

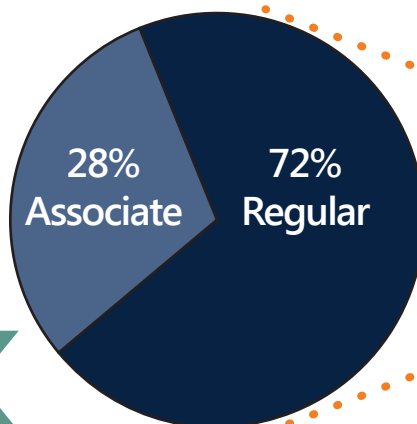
PSC’s access to and engagement with top officials greater than ever:

- More than 60 federal officials have met with PSC since Jan. 1, 2016,
- Held more than 100 industry events, including our signature Leadership Summit and Annual Conference, ACQUIRE, Tech Trends, Vision and CIDC Development Conferences, Council meetings, Contracting Series events, and more, and
- PSC conducts the nation’s only Service Contract Act training held in cooperation with the Department of Labor Wage and Hour Division.

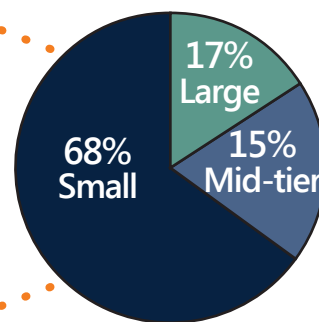
PSC BY THE NUMBERS



MEMBERSHIP BREAKDOWN



COMPANY SIZE



87 New Members in 2016 Alone!



ADVOCACY



MEDIA COVERAGE



PSC COUNCILS

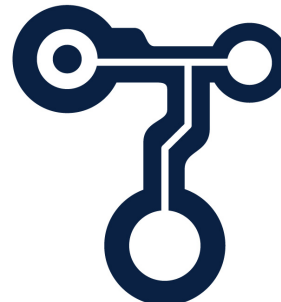
PSC's Councils are gateways for engagement, designed to broaden members' involvement in PSC activities and deepen engagement across policy and customer-focused interests. From www.pscouncil.org, members tailor their PSC experience, selecting councils, committees and other engagement channels that PSC uses to deliver valuable policy leadership, business intelligence, executive networking and corporate exposure opportunities.

All five councils focus on:

- Shaping key federal procurements,
- Promoting the industry's contribution and value by building on PSC thought leadership through research/OpEds/columns/speaking engagements/testimony/social media,
- Facilitating connectivity and collaboration with government leaders and officials, and
- Contributing to the development of agendas to inform and influence the next administration.



Acquisition and Business Policy Council



Technology Council



Council of International Development Companies



Civilian Agencies Council



Defense and Intelligence Council

PSC COUNCILS

Acquisition & Business Policy Council

As the principal body for developing PSC's positions and taking action on major, cross-cutting acquisition policy issues, its focus encompasses wide-ranging issues such as multiple award and schedules contracts, the role of contractors, federal acquisition workforce development, commerciality, contract type and competitiveness, requirements development and evaluation strategies, alternative acquisition models, internal and external communication, and industrial base health and competition.

- Reduce the burden of compliance on industry, and reduce costs for both government and industry, by deflecting new, and rolling back existing, non-value added reporting and compliance requirements.
- Rationalize government decision-making about contract type, evaluation strategies and criteria, requirements definition, cost reasonableness and cost realism, and preferred acquisition vehicles.
- Enhance focus on outcomes as a result of the acquisition process vs. emphasis on process compliance.
- Improve the acquisition workforce by providing critical support, guidance, and leadership on the development and piloting of alternative workforce training tools and opportunities across government.
- Increase the use of commercial best practices.

Activities & Accomplishments

- Engaged with federal policy leaders from OFPP, GSA, DoD, and more at ABPC council meetings
- Partnered to produce Acquire Conference in June, bringing together senior industry and government leaders to assess the changing state of the federal market for technology and services
- Initiated research on trends in competition and characteristics of significant multiple-award task order contracts
- Working Groups taking next steps in developing and implementing recommendations for improving federal acquisition processes
 - Developed standard past performance information collection forms, promoting adoption by government (Smart Contracting WG)
 - Created “Innovation Template” for identifying innovative approaches in RFIs/RFPs (Acquisition Workforce WG)
 - Developed white paper on role of market research in achieving desired outcomes in federal acquisition (Outcomes Orientation WG)
 - Adapted “Contract Type Taxonomy” for services acquisitions (Pre-Award WG)
 - Authored white papers on reducing industry reporting burden associated with service contract inventories, small business subcontract reporting, and executive compensation reporting (Smart Contracting WG)
 - Established guidelines for risk and price tripwires in services acquisitions, and a framework for developing Independent Government Cost Estimates (Pre-Award Working Group)



Chair: Brad King, TwoPavilions LLC

PSC Staff Lead: Alan Chvotkin

Working Groups & Committees

Contract Finance and Cash Flow	Outcomes Orientation
Human Resources and Labor Policy	Smart Contracting
Acquisition Workforce	Pre-Award Acquisition Planning

Executive Advisory Board

Brad King, TwoPavilions LLC – Chair
 Dan Allen, Serco
 Tim Atkin, CSRA
 Rod Buck, Vista TSI
 Heidi Gerding, HeiTECH Services, Inc.
 Bill Hoover, American Systems
 Dan Johnson, GDIT
 Phil Kangas, Grant Thornton Public Sector
 Trey Obering, Booz Allen
 Larry Prior, CSRA
 Dyson Richards, RGS

Acquisition & Business Policy Council (continued)

2017 Agenda

- Develop action-oriented agenda relating to federal agencies' contracting for services, addressing the role of contractors, improving the quality of the government's and the industry's acquisition workforces, and facilitating government access to technology and innovation.
- Engage with incoming administration and transition team to shape President's Management Agenda
- Conduct 2017 Acquisition Conference
- Support Vision and CIO Surveys and Vision Federal Market Forecast, Conference and related events
- Working Group initiatives include:
 - Acquisition workforce training curriculum
 - Outcome-oriented acquisition (SOOs, PWS, etc.)
 - Clarifying requirements and evaluation criteria
 - Recommendations for rationalizing MAC/IDIQ/Task Order contracts
 - Monitoring ongoing implementation of GSA's Common Acquisition Platform & Category Management
 - Impacts of incremental funding models
 - Recommendations to reduce burdensome industry reporting requirements
 - Improving post-award debriefings



PSC COUNCILS

Civilian Agencies Council

Meets and focuses on the acquisition policies and strategies of the civilian agencies, including Homeland Security, Veterans Affairs, Energy, Health & Human Services departments and other agencies where PSC member companies are active.

- Advocate for industry that the federal government civilian marketplace remains fair and competitive
- Facilitate connectivity and collaboration with government civilian agency officials
- Promote the industry's contribution and value by building on PSC thought leadership through research, op-eds, columns, speaking engagements, testimony and social media
- Improve the quality of acquisition
 - Increase the use of commercial best practices
 - Conduct acquisition trainings for government personnel
 - Educate industry on government market shifts

Activities & Accomplishments

- Increased Engagement with DHS
 - Sent letter of concern to DHS on NPPD cyber IDIQ cancellation
 - Sent letter seeking clarity on DHS use of other transaction agreements
 - Helped shape the second DHS Reverse Industry Day
 - Hosted Under Secretary for Management Russ Deyo at PSC Annual Conference
- Increased Engagement with VA
 - Led First VA Nationwide Reverse Industry Training
 - Shaped VA procurement principles & myth busters
 - Participated in several government and industry programs on the impact of the Kingdomware Supreme Court decision
 - Hosted dialogue breakfast with Chief Acquisition Officer Greg Giddens
- Increased Engagement with HHS
 - Submitted whitepaper on CMS Acquisition Practices
 - Participated in industry panel at CMS Industry Day
 - Influenced the HHS Acquisition Lifecycle Framework – Portfolio (HALF-P)
 - Hosted dialogue breakfast with NIH head of contracting Diane Frasier
- Collected and promoted member company activities to help veterans
- Connected surveys and Vision Federal Market Forecast with civilian task force activities
 - Restarted Department of Energy Vision Forecast
- Contributed to the development of an agenda to inform and influence the new administration

2017 Agenda

- Meet with new agency leadership to reinforce the role of industry in successfully achieving government outcomes
- Conduct a Reverse Industry Day acquisition training at DHS, VA, and HHS
- Monitor the VA's implementation of the Kingdomware Supreme Court decision
- Hold inaugural PSC Health and Public Safety Conferences
- Continue regular, on-going engagement with VA, HHS, and DHS through task forces
- Hold quarterly CAC meetings; bi-monthly task force meetings; dialogue series, etc.
- Create an Energy and Natural Resources Task Force
- Restart a Department of Transportation Vision Forecast Team



Chair: Kathleen Flanagan, Abt Associates

PSC Staff Lead: Bradley Saull

Task Forces

Veterans Affairs
Homeland Security
Health/Human Services

Executive Advisory Board

Kathleen Flanagan, Abt Associates – Chair
Gail Bassin, JBS International, Inc.
Larry Besterman, TWD & Associates
Patricia Espey-English, Westat
Paul Leslie, Dovel Technologies
Wayne Lucernoni, Harris IT
Rob Olsen, WBB
Venkatapathi "PV" Puvvada, Unisys
Tom Romeo, Maximus
Vicki Schmanske, Lockheed Martin
Julie Susman, Jefferson Consulting Group

PSC COUNCILS

Council of International Development Companies

The Council of International Development Companies (CIDC) meets monthly to create a dynamic and sustainable advocacy platform for U.S. development companies to pursue thought leadership and high-level dialogue with USAID. Its aim is to educate audiences on the vital role international development companies play in achieving accountable, transparent and sustainable development results in support of U.S. national security, economic, and humanitarian goals overseas.

- Educate audiences on the vital role of international development companies.
- Increase transparency and consistency in USAID instrument/vehicle selection processes.
- Improve the quality of the USAID Business Forecast.
- Reduce USAID procurement lead time.

Activities & Accomplishments

- Regular, high-level CIDC member engagement with senior federal foreign assistance officials on a wide range of issues including development strategy, innovation, operations, and localization
- Monthly meeting speakers included:
 - USAID Ombudsman
 - USAID Acting Assistant Administrator for Management – Angeliqe Crumbly
 - State Department of Foreign Assistance
- Key Operational Challenges/Successes:
 - Business Forecast – CIDC pressure led to reforms and quarterly calls
 - Meeting with newly confirmed USAID Administrator Gayle Smith
 - CIDC Thought Leadership provided input on PSC pushback to USAID choice of instrument regulation revisions
 - December 6 conference focused on the impact of November election results

2017 Agenda

- Engage with new USAID leadership
- Continue working with House/Senate contacts to advocate value of contract-based foreign assistance programs
- Push USAID to reduce Procurement Action Lead Time (PALT)
- Monitor Agency regulations impacting CIDC member companies
- Work with Department of State and USAID office of Afghanistan/Pakistan to ensure more transparent business environments
- Track relevant Department of State security clearance procedures and timelines



Chair: Susi Mudge, Chemonics

PSC Staff Lead: Paul Foldi

Executive Advisory Board

Susi Mudge, Chemonics – Chair
 Leland Kruvant, Creative Associates
 Zan Northrip, DAI
 Christina Mossi, Devis
 Mihir Desai, Dexis
 Tessie Catsambas, Ecompass
 Larry Cooley, MSI
 Jonathan Darling, TRG
 Jan Auman, Tetra Tech International Development Services
 Barbara Turner, URC

PSC COUNCILS

Defense and Intelligence Council

The Defense and Intelligence Council (D&IC) leads PSC's activities relating to the intelligence community, the military services, and the defense agencies. The D&IC is the principal venue for PSC members to interface with key government officials, provide input on acquisition policy issues, and shape upcoming procurements in the defense and intelligence sector.

- Facilitating a productive dialogue between defense and intelligence government officials and the industry partners that support them
- Improving the acquisition environment at DoD and the IC by reducing cycle times, improving requirements definitions, and dissuading the inappropriate use of LPTA and labor rate tripwires
- Providing input on poorly constructed acquisition early in the procurement cycle to enable improvement
- Contributing to the continuing improvement of the federal acquisition workforce by facilitating industry participation at DAU and NDU courses
- Promoting the industry's contribution and value by building on PSC thought leadership through research, op-eds, columns, speaking engagements, and testimony

Activities & Accomplishments

- Developed standardized Section L language for SeaPort solicitations to improve cycle time
- Engaged with the Defense Intelligence Agency on their internal policies concerning the exercising of options on IDIQ contracts
- Continued engagement with DISA and OSD on DISA's flawed ENCORE III procurement
- Engaged with OSD personnel on issues affecting companies working in contingency areas
- Worked with NAVSEA personnel on the next generation of the SeaPort vehicle
- Continued partnership with DAU to facilitate PSC member presentations during IT acquisition courses
- Speakers included Katharina McFarland (Assistant Secretary of Defense for Acquisition), Claire Grady (Director of DPAP), Ken Brennan (Deputy Director for Services Acquisition at DPAP), Camron Gorguinpour (Director of the Air Forces Office of Transformational Innovation), Michael Bayer (DoD Transition Expert), and more.

2017 Agenda

- Continue providing input on the development of the next generation of SeaPort-e
- Expand involvement with Intelligence Community
- Engage with DIUx and other DoD innovation initiatives
- Continue work of Navy Working Group on improving and standardizing solicitations
- Host meeting with Marine Corps Systems Command and the Navy Surface Warfare Center
- Engage with Army acquisition leadership



Chair: Neil Albert, NFA Consulting

PSC Staff Lead: Jerry Punderson

Committees

Defense Acquisition University Training
Contingency Contracting
Intelligence Community Task Force

Executive Advisory Board

Neil Albert, NFA Consulting – Chair
Ken Asbury, CACI International, Inc.
Sid Fuchs, MacAulay-Brown, Inc.
John Gastright, DynCorp International
DeEtte Gray, BAE Systems
Nuhad Karaki, StellarPeak Corporation
Joe Martore, CALIBRE Systems, Inc.
Stacy Mendler, ALION
Maria Proestou, DELTA Resources, Inc.
Carey Smith, Parsons Corporation
Dave Swindle, AECOM Federal Services

PSC COUNCILS

Technology Council

The move to a “technology-as-a-service” business model is changing the face of the government marketplace. PSC’s Technology Council is focused on both the convergence taking place between the technology and services sectors and the many issues and opportunities affecting technology solution providers in the federal market. The Tech Council:

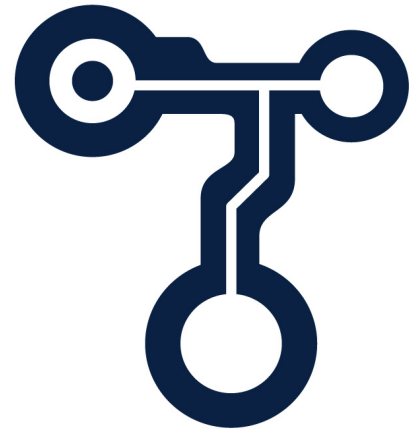
- Advocates for the federal government to harness the power of technology to deliver more effective mission results.
- Educates government and industry on significant technology trends and opportunities.
- Facilitates the adoption of commercial innovation in the federal government.

Activities & Accomplishments

- Over 500 PSC members involved
- CTO Report: “Ensuring the Effectiveness of Federal Chief Technology Officers”
- 2016 Annual CIO Survey
- PSC 45 Report: Agenda for the Next President
- First PSC Tech Trends Conference
- MOU with TECNA
- Partnership with WITSA
- Partnership with 1105 Media on ACQUIRE Conference
- Engagements with key federal leaders at council meetings, to include: Dr. Ron Ross (NIST) and Grant Schneider (Federal Deputy CISO)
- Engagements with Congress: FITARA implementation, MGT Bill, commercial contracting, cloud & cybersecurity
- First Data Scientists Roundtable
- Policy/Advocacy positions on: category management, software licensing, cybersecurity, cloud, shared services, CUI, source code, FedRAMP, mobile devices, etc.
- Market briefings/market research
- Numerous speaking engagements, radio, TV and print interviews
- Engagements with federal agency IT teams
- Supporting member company conferences/planning efforts

2017 Agenda

- Continuing engagement on key tech issues affecting federal government & industry
 - IT modernization
 - Cybersecurity
 - Big data
 - IoT
 - Key federal initiatives
 - Digital Services
- Begin partnership with the Technology Councils of North America
- Begin partnership with Worldwide Information Technology & Services Alliance
- Conduct the Annual CIO Survey
- Produce executive programming including: 2017 Tech Trends Conference, roundtables and other council meetings
- Engaging new Administration on technology issues



Chair: Teresa Carlson, Amazon Web Services

PSC Staff Lead: Dave Wennergren

Committees

Cloud Computing
 Cybersecurity
 Industry Best Practices
 Technology Innovation
 Tech 45 (Next President)

Executive Advisory Board

Teresa Carlson, Amazon Web Services – Chair
 Wes Anderson, Microsoft
 Greg Baroni, Attain, LLC
 Randy Fuerst, Oceus Networks
 Sam Gordy, IBM
 Mark Johnson, Oracle
 Kay Kapoor, AT&T Government Solutions
 Robin Lineberger, Deloitte
 George Newstrom, NTT Data
 Larry Payne, Cisco Systems
 Rob Stein, NetApp

KEY PROGRAMS

2016 Leadership Summit

The PSC Leadership Summit was a unique event open only to the PSC Board of Directors and C-level executives from regular PSC member companies. The program kicked off with a dinner and a keynote address from the Honorable Peter Levine, Deputy Chief Management Officer, Department of Defense. On the second day, attendees heard from experts inside and outside government on topics including economic policy, national security and congressional dynamics with keynote address, Congressman Rob Wittman.



2016 CIDC Development Conference

The 2016 CIDC Development Conference was held at the Washington Marriott in Georgetown. Attendees heard from Congressman George Connolly, USAID Chief of Staff Michelle Sumilas and Undersecretary for Civilian Security, Dr. Sarah Sewall. Panel discussions included UN sustainable development goals and the future of the international development workforce.



KEY PROGRAMS

2016 Vision Strategic Planning Forum

The 11th Annual Vision Strategic Planning Forum was hosted by PSC on February 22, 2016 in Arlington, Va. A highly popular panel of industry strategists offered their views on the President’s Budget Request, the major challenges facing the industry and their view of the longer-term market impacts on defense, services, and technology companies.



2016 Vision Kickoff

Each year, industry volunteers —through market research and an extensive interview process—gather, collate, and analyze information for the annual Vision Market Forecast. Volunteers join a study team where they have the opportunity to participate in exclusive, face-to-face meetings with government agency planners and decision makers, think tank experts, and Wall Street analysts to discuss issues facing the federal market, future programs and budgets.



2016 Annual Conference

In April 2016, PSC's Annual Conference brought together more than 500 industry executives and government officials to examine the most important issues facing the government professional and technology services industry.



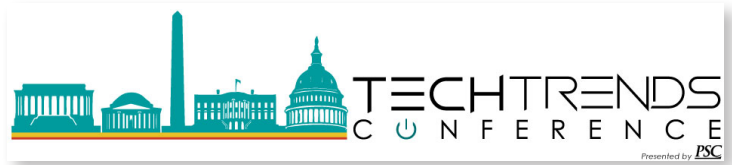
ACQUIRE Conference & Expo

PSC was a founding partner of the ACQUIRE Conference and Expo, a two-day educational conference and tradeshow for government acquisition and management professionals. ACQUIRE's mission was to help government agencies create, manage and run successful programs and focused on three key OMB spending categories: Information Technology, Professional Services, and Office Management.



Tech Trends Conference

PSC's first annual Tech Trends Conference gave members the opportunity to hear insights on federal IT and cybersecurity priorities first-hand from government IT leaders and hear the findings and results of the PSC/Grant Thornton 2016 Annual CIO Survey.



2016 Vision Federal Market Forecast Conference



Over 300 industry and government professionals convened to present and discuss the results of the Vision Federal Market Forecast. The Forecast is the only non-profit federal market forecast that addresses the defense, civilian, and federal IT markets. It delivered insights from hundreds of government executives, think tank experts, congressional staff and Wall Street analysts who took part in non-attribution interviews. The conference provided a concise, quantifiable assessment of the budgets, programs, priorities, and issues in a rapidly changing environment.



4th Annual CIDC Development Conference

The Fourth Annual CIDC Development Conference was held at the Key Bridge Marriott in Arlington. Attendees heard from keynote speaker Michelle Sumilas, Chief of Staff, USAID, and later engaged with three panels that focused on staff resilience, Power Africa and USAID in the new Administration.



Maximize Your Membership Benefits

Understanding how to best take advantage of your membership investment is crucial to your engagement with PSC. These pages will provide you with an overview of all the ways your entire team can benefit from PSC membership through industry-leading business intelligence, executive networking and events, or access to our brand exposure opportunities.



Policy Leadership: Contribute to policy discussions that enhance the critical partnership between the federal technology and professional services industry and the federal government. With five councils and dozens of committees and task forces, you can get involved in the specific areas that matter most to your company.



Business Intelligence: Gain access to unparalleled, members-only policy and business intelligence that you simply cannot get anywhere else. PSC not only taps the shared resources of decades of member knowledge, but also commissions studies, reports, investigations and resources that put true business intelligence into the hands of corporate decision-makers.

Reports & Analysis:

- Customized Market and Policy Briefings
- The PSC Acquisition Policy and CIO Surveys
- The PSC Service Sector Review
- Vision Federal Market Forecast and Conference
- Legislative and Regulatory Year in Review
- Service Contractor Magazine

Instant Alerts & Email Updates:

- Issue and Policy Alerts
- PSC Daily Newsletter (Automatic with your membership)
- Council and committee specific updates



Brand Exposure: With so many outlets for executives and thought leaders to gather, it is no wonder that PSC has become the go-to group for making a splash and exposing your corporate brand to the right crowd. You need your brand to stand out amongst the crowd and PSC gives you multiple channels that reach a wide range of audiences, from corporate executives, to high-ranking government officials, to front-line auditors and compliance officials.

Conferences

- Serve on the Conference Planning Committee to shape our agenda and promote issues of interest
- Sponsorship opportunities available across a range of council events, conferences and programs

PSC Daily

- Your daily industry intelligence report includes all important industry news, PSC activities and key policy updates
- Advertising opportunities available

Service Contractor Magazine

- Contribute to the magazine on the important topics to our industry
- Advertising opportunities available

Partner Publications & Co-Sponsored Events

- PSC is continuously looking for partners on initiatives that address the challenges and opportunities to the federal services industry



Executive Networking & Events: You will always find substance in our networking. Engage with the most senior government and industry officials through exclusive PSC programs and events. “Who you know” is important in any business, but PSC goes beyond simple social gatherings and tailors programming to provide a forum where industry executives can interact with senior government officials in a candid, open environment. Executives know that our events attract the highest caliber participants, so you can be sure you are meeting with the most influential minds in our industry.

- Multiple conferences each year
- PSC Leadership Summit
- Dialogue Series events
- Dozens of tailored, issue-specific policy programs and meetings
- Serve on the conference planning committees to shape our agenda and promote issues of interest at events

Membership Engagement Checklist

- 1. Set Up an Account:** Set up an account on the PSC website, our portal for membership engagement. Need help? Contact the PSC Membership Team (see below).
- 2. Spread the Wealth:** Your membership dues cover every employee in your entire organization—encourage everyone to set up an account and take advantage of the membership!
- 3. Keep Lines of Communication Clear:** The PSC Daily newsletter is your key tool to getting and staying informed about PSC activities. Make sure you also plug yourself into PSC’s councils, committees and task forces, and special interest areas so we maintain the ability to tailor communications to your specific interests. You can manage these preferences through the PSC Website.
- 4. Schedule a PSC Membership Engagement Session:** Not sure how or where you should get involved? Not sure who from your company should get involved? Set up a Membership Engagement Session for your team to create a tailored plan to get your team up to speed. Also feel free to contact the membership team to determine how you can engage individually.
- 5. Identify Your Key Executives:**
 - C-level Executives
 - Marketing/Comms/PR Leads
 - Human Resource Leads
 - Government Relations Leads
 - Contracts Leads
 - Business Development Leads
- 6. Schedule a PSC Market and Policy Briefing:** To get a deeper understanding of drivers of the federal market, bring your senior executive leaders together for a market briefing. As a key benefit of your PSC membership, the market and policy briefing is an important element of our business intelligence offering.

Still need a hand?
Contact the membership team!



Joe Carden, CAE
Vice President,
Marketing & Membership
carden@pscouncil.org



Matthew Busby III
Director, Membership
busby@pscouncil.org



Tara Vilaychith
Membership Associate
vilaychith@pscouncil.org

Policy Partners

PSC participates in and partners with a number of industry policy groups, including:

- California Tech Council – MOU
- Northern Virginia Chamber of Commerce – GovCon Awards
- Northern Virginia Technology Council (NVTC) – MOU
- Technology Councils of North America



Community Involvement

Each year, PSC works with a number of charity, industry, and community organizations.

In 2016, we had the privilege of providing volunteer hours and support to a host of wonderful causes, including:

- Children's Inn at NIH
- Arlington Food Assistance Center (AFAC)
- Dream Catchers



2017 EXECUTIVE COMMITTEE

Composed of the PSC Board of Director's chair, vice chair, secretary, treasurer, and at least eight other Board members from each of PSC's four membership size categories, the Executive Committee is PSC's governing body, steering PSC's policy priorities, advocacy efforts and other activities. In 2016, the Executive Committee had 17 members, including the PSC president and CEO and executive vice presidents, who serve ex officio.



Chair
John Goodman
 Chief Operating Officer
 Accenture Federal
 Services



Dan Allen
 Chairman & CEO
 SERCO



Joseph Martore
 President & CEO
 Calibre Systems, Inc.



Vice Chair
Deb Alderson
 President & CEO
 Sotera Defense
 Solutions, Inc.



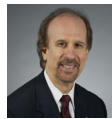
Jan Auman
 President
 Tetra Tech International
 Development Services



Susanna Mudge
 President & CEO
 Chemonics International Inc.



Treasurer
Lexy Kessler
 Partner, Government
 Contract Services Group
 Aronson LLC



Greg Baroni
 President & CEO
 Attain



Trey Obering
 Senior Vice President
 Booz Allen Hamilton



Secretary
Carey Smith
 President, Federal
 Practice
 Parsons



Teresa Carlson
 Vice President, Worldwide Public
 Sector
 Amazon Web Services



Maria Proestou
 President & CEO
 Delta Resources Inc.



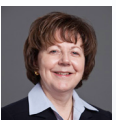
General Counsel
Rand L. Allen
 Partner
 Wiley Rein



Babs Doherty
 President & CEO
 Eagle Ray



Julie Susman
 President & CEO
 Jefferson Consulting



**Immediate Past
 Chair**
Ellen Glover
 Executive Vice President
 ICF



Kathleen Flanagan
 President and CEO
 Abt Associates



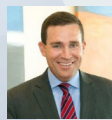
Venkatapathi Puvvada
 President
 Unisys Federal Systems



DeEtte Gray
 President, Intelligence & Security
 Sector
 BAE Systems



David J. Berteau
 President & CEO



Dan Helfrich
 Principal
 Deloitte Consulting, LLP



Alan L. Chvotkin, Esq.
 Executive Vice President & Counsel



David Wennergren
 Executive Vice President & Chief
 Operations Officer

2017 BOARD OF DIRECTORS

The Board of Directors is responsible for the policy oversight and direction of PSC. The 80-person Board is elected by and from the regular membership and represents a cross section of the membership, evenly divided among PSC's four size categories. The full board meets twice a year in June and December, electing new members every December. Board members are called on to lead PSC councils and committees and to take part in various advocacy initiatives and events throughout the year.

Deb Alderson
President and CEO
Sotera Defense Solutions, Inc.

Dan Helfrich
Federal Practice Leader
Deloitte

Dan Allen
Chairman & CEO
SERCO

Tim Hurlebaus
President
CGI Federal Inc.

Brad Antle
CEO
Salient CRGT

Ken Hunzeker
President
Vectrus

Ken Asbury
President
CACI

James Jaska
President & CEO
Supreme Group

Jan Auman
President, International Development
Services
Tetra Tech

Daniel Johnson
President
General Dynamics Information Technology

Greg Baroni
President & CEO
Attain

Phil Kangas
Principal, Public Sector
Grant Thornton LLP

Gail Bassin
Co-Founder and Co-CEO
JBS International, Inc.

Nuhad Karaki
President and CEO
StellarPeak Corp.

Larry Besterman
President and CEO
TWD & Associates, Inc.

Vince Kiernan
President and CEO
MCR

Kevin Beverly
President & CEO
Social & Scientific Systems, Inc.

Barbara Kinosky
President
Centre Consulting, Inc. and Centre Law
Group

William Birkhofer
Senior Vice President
Jacobs Technology, Inc.

John Lange
President and CEO
Madison Services, Inc.

Michele Bolos
President and CEO
NT Concepts

Paul Leslie
President & CEO
Dovel Technologies

James Boomgard
CEO & President
DAI

Dario Marquez
President and CEO
MVM, Inc.

Pamela Braden
CEO/Founder
Gryphon Technologies, L.C.

Chris Marston
Partner, Advisory Industry Leader - Federal
Government
KPMG

Karrye Braxton
President and CEO
Global Business Solutions, Inc.

Scotty R. Martin
President and CEO
Tech Systems, Inc.

Teresa Carlson
Vice President, Worldwide Public Sector
Amazon Web Services

Joseph Martore
President & Chief Executive Officer
CALIBRE Systems, Inc.

Bonnie Carroll
CEO & Founder
Information International Associates, Inc.

Cristina Mossi
President and CEO
Devis

Mel Chaskin
President & CEO
Vanguard Research, Inc.

Susanna Mudge
President & CEO
Chemonics International Inc.

Tim Cooke
President & CEO
ASI Government

Sean Mullen
Vice President
Hewlett Packard Enterprise

Frances Craig
CEO & President
Unanet

Henry "Trey" A. Obering III
Executive Vice President
Booz Allen Hamilton

Babs Doherty
President and CEO
Eagle Ray

Scott Price
SVP, National Security
Microsoft

Ed Dolanski
President
Global Services & Support - Defense,
Space & Security
Boeing

Larry Prior
President
CSRA

Charles Dominy
Vice President, Government Affairs
IAP Worldwide Services

Maria Proestou
President/CEO
Delta Resources, Inc.

Angela Drummond
Founder and CEO
SiloSmashers

Venkatapathi Puvvada
President
Unisys Federal Systems

Lynn Dugle
CEO
Engility

Dyson Richards
Executive Vice President
RGS

Tom Eldridge
Senior Vice President
SAIC

Anthony Robbins
Vice President
AT&T

Kathleen Flanagan
President and CEO
Abt Associates Inc.

Tom Romeo
President, Federal
Maximus

Sid Fuchs
CEO and President
MacAulay Brown

Les Rose
President, L-3 National Security Solutions
L-3 STRATIS

Randy Fuerst
CEO
Oceus Networks

Julian Setain
President and CEO
SOSi

John Gastright
Senior Vice President, Government
Relations
DynCorp International

Donna Sibley
President
Sibley & Associates LLC

Heidi Gerding
President & CEO
HeiTech Services

Jim Smith
President and CEO
Westat

Gary Giarratano
Vice President, Marketing & Business
Development
Phoenix Management, Inc. (PMI)

Kent Smith
Vice President, Fluor Government Services
President, Del-Jen
Del-Jen/Fluor Corporation

Ellen Glover
Executive Vice President
ICF International

Peter Smith
President and CEO
American Systems

John Goodman
Chief Operating Officer
Accenture Federal Services

Rob Stein
Vice President, Public Sector
NetApp

Sam Gordy
General Manager, U.S. Federal and
Government Services
IBM

Julie Susman
President and Chief Executive Officer
Jefferson Consulting Group, LLC

DeEte Gray
President, Intelligence and Security Sector
BAE Systems

David Swindle
Executive Vice President
AECOM

Mark Gray
President and CEO
ASRC

Dr. William Vantine
President and CEO
SPA

Isiah Harris
President
AMERITAC, INC.

Robert Vincent
President and CEO
VW International, Inc.

Jerry Hogge
Deputy Vice President
Leidos

David Young
Vice President
Northrop Grumman

Directors Emeritus

Mr. CG Appleby, Esq
Mr. Edward H. Bersoff, Ph.D.
Mr. Paul Cofoni
Mr. Mac Curtis
Mr. J. Kenneth Driessen
Ms. Ellen Glover
Mr. Stanley J. Gutkowski
Ms. Laura Henderson

Dr. John Hillen
Mr. Joseph M. Kampf
Mr. Harvey D. Kushner
Mr. Paul V. Lombardi
Mr. Michael McCullough
Mr. George Monroe
Mr. Charles L. Nichols
Mr. Philip Nolan

Mr. James R. O'Neill
Mr. Philip A. Odeen
Mr. George J. Pedersen
Mr. Frank J. Quirk
Mr. Michael W. Shelton
Mr. John M. Touns
Mr. Larry Trammell
Mr. Earle C. Williams

2016 MEMBER COMPANIES & ANNIVERSARIES

**1 = 1 Year Anniversary*

**15 = 15 Year Anniversary*

**5 = 5 Year Anniversary*

**20+ = Member for Over 20 Years*

**10 = 10 Year Anniversary*

**30+ = Member for Over 30 Years*

10Novate	BDO USA, LLP	Cloudburst Consulting Group, *1
AAC, Inc., *1	Bechtel	CM Equity Partners
ABBTech Professional Resources	Berenzweig Leonard, LLP	CMES Solutions
Abt Associates	Berkeley Research Group	CohnReznick LLP
Accenture Federal Services, *15	Blackdragon	Conceras
Acquisition, Research & Logistics, Inc.	Bluestone Capital Partners	Condon Associates, LLC
Advanced Valuation Analytics, Ltd.	Blumont Engineering Solutions, Inc.	Cooper Consulting
AECOM	Bond & Associates, *1	Cordia Partners
Aleut Management Services, LLC	Bonner Enterprises	CORE International Inc.
Alion Science and Technology Corporation	Booz Allen Hamilton, *30+	CostTrend Consulting, Inc.
Allied Protection Services, Inc., *10	BrightKey, *10	CoVant Management, Inc.
Alltech International, Inc., *15	Buchanan & Edwards	Covington & Burling, LLP
AM Pierce & Associates, Inc.	Business InfoStrategies LLC, *1	Creative Associates International
Amazon Web Services	Business Management Associates, Inc., *10	Credence Management Solutions
American Council of Engineering Companies, *30+	BWX Technologies, Inc.	Crenshaw Consulting Associates, *1
AMERICAN SYSTEMS, *30+	CACI International Inc.	Crowell & Moring LLP
AMERITAC, INC.	CALIBRE Systems, Inc.	Crown Agents USA, Inc.
AMTIS, Inc.	Camber Corporation	CSR, Incorporated
Anne Reed Consulting, LLC	Capgemini Government Solutions	CSRA, *30+
AOC Key Solutions, Inc.	Capital Edge Consulting, Inc.	Culmen International
Arc Aspicio LLC, *1	Capital One Bank	Cushman & Wakefield
Arena Strategic Advisors, *1	Cardno Emerging Markets USA, Ltd	Customer Value Partners, *1
Arnold & Porter LLP	CareerSMITH	Cybzee LLC, *1
Aronson LLC	CBIZ National Benefit Alliance, LLC, *15	Cyrrus Analytics LLC, *1
Arthur J. Gallagher & Co.	CBRE, Inc.	DAI, *20+
ASI Government, *10	CC Distributors, Inc.	Dassian, Inc.
ASM Research, An AFS Company	CDM Smith, *10	DCS Corporation
ASRC Federal Holding Company	Celero Strategies, LLC	DDL OMNI Engineering LLC, *20+
Association Dynamics	Centre Law & Consulting, LLC.	DecisionPoint Corporation
Astero Consulting	CenturyLink, *1	Deep Water Point, LLC
AT Kearney	CGI Federal	Dell Services Federal Government
AT&T Government Solutions	Checchi and Company Consulting, Inc.	Deloitte, *30+
Attain, LLC	Chemonics International Inc., *20+	Delta Resources, Inc.
Avascent	Chenega Corporation	Deltek
Avetissian and Associates, LLC	Cherry Bekaert LLP	Democracy International
BAE Systems, *30+	Chess Consulting LLC	Dempsey Fontana, PLLC
Baker Tilly	Chickasaw Nation Industries, Inc.	Dentons
Bald Eagle Apex Development Solutions	Chugach Alaska Corporation	Development Essentials, *1
Bank of America	Cisco Systems	Development InfoStructure, Inc. (Devis)
Barnes & Thornburg LLP	Citizens Bank	DEVEX
	CliftonLarsonAllen LLP	DevTech Systems, Inc., *15
		Dexis Consulting Group

DHG
 DLA Piper LLP
 DLH Corp
 Dougherty & Associates, Inc. (DAI)
 Dovel Technologies
 Drabkin and Associates, LLC
 DRT Strategies, Inc.
 DynCorp International
 E3 Federal Solutions
 Eagle Ray, Inc.
 EagleBank
 ECODIT, LLC
 ECS Federal, Inc.
 EGlobalTech
 EnCompass LLC
 Endela Logistics, Inc.
 Engility Corporation
 Engineering Services Network, *1
 Enlightened, Inc.
 Ernst & Young, LLP
 ESOP Services, Inc.
 Espire Services, LLC
 Excell Consulting International
 Fairmont Consulting Group LLC
 FCE Benefit Administrators, Inc.
 FCI Federal, *1
 FedCap Partners, LLC
 Federal Insights, LLC
 Federal National Commercial Credit
 Federal Publications Seminars
 Fifth Third Bank, *1
 Financial Executives International
 Fintrac
 Fluor Corporation
 Focus Investment Banking
 Fox Rothschild, LLP
 Fried, Frank, Harris, Shriver & Jacobson
 GAP Solutions, Inc.
 Garvey Schubert Barer
 Gender Resources, Inc., *1
 General Dynamics Information Technology
 Gilbert LLP
 Glacier Point
 Global Business Solutions, Inc.
 Global Dynamic Consulting
 Government Service Administrators, *10
 Grant Thornton LLP, *30+

Greenberg Traurig, LLP
 Greenleaf Integrative Strategies
 Gryphon Technologies, L.C.
 H.J. Steininger, PLLC
 HARP
 Harris Corporation
 Harris Williams & Co.
 Hegarty Research LLC
 Heidrick and Struggles
 HeiTech Services, Inc.
 Helios HR
 Hester Group, *1
 Hewlett Packard Enterprise Company, *15
 Hogan Lovells US LLP
 Holland & Knight LLP
 Honeywell Technology Solutions Inc.
 Houlihan Lokey
 IAP Worldwide Services
 IBI
 IBM
 ICF
 IEM
 Illume Group, LLC, *1
 InCadence Strategic Solutions, *1
 Information International Associates, Inc.
 Innovireo, LLC, *1
 Integra Government Services International
 LLC
 Integrity Management Consulting, Inc.
 IntelliDyne, LLC, *1
 IntelliWare Systems, *1
 IntePros Federal Incorporated
 Intercom Federal Systems Corporation, *1
 International Development Group
 International Stability Operations Association
 IT Shows, Inc.
 Jacobs Technology, Inc., *10
 JAMIS Software Corporation
 Jantec, Inc.
 Janus Global Operations
 JBS International, Inc.
 Jefferies LLC, *1
 Jefferson Consulting Group, LLC
 JRC Integrated Systems, *1
 JRH Consultants
 JustinBradley
 Kanava International

Karsun, LLC
 Kaufman & Canoles, P.C.
 KBR
 KE&T Partners, LLC, *1
 Kearney & Company, P.C.
 Kelley, Drye & Warren
 King George, LLC
 KippsDeSanto & Co.
 Klett Consulting Group, Inc.
 Koniag
 L-3 Communications
 Leidos, Inc.
 Littler Mendelson, *1
 LMI Consulting
 LMP Alliance LLC
 Lockheed Martin, *20+
 LogiCore Corporation
 Lukos
 M & M H Design, Inc, *1
 M&T Bank Corporation
 MacAulay Brown, Inc.
 MacQuarie Capital
 Madison Services, Inc.
 Management Concepts Inc.
 Market Connections, Inc.
 Marsh & McLennan Companies
 Matlock and Associates, *1
 Maximus Federal Services
 McKean Defense Group, LLC, *1
 MCR, LLC
 ME&A (Mendez England & Associates)
 Microsoft Corporation
 Miles & Stockbridge P.C.
 Miner & Company LLC
 Monument Policy Group
 MorphoTrust
 Morrison & Foerster LLP
 Mott MacDonald, Inc., *1
 MV Financial
 MVM, Inc., *10
 Na Ali'i Consulting, LLC
 NAM Consulting, LLC
 Nathan Associates Inc.
 National Contract Management Association
 Native American Contractors Association, *1
 Native American Insurance Services
 Natural Resources Consulting Engineers, Inc.

2016 MEMBER COMPANIES & ANNIVERSARIES

NCI, Inc.	Sagent Advisors	The Boeing Company
Neel, Hooper & Banes, P.C.	Sahl Communications, Inc., *1	The Boon Group, Inc., *20+
NeoSystems Corp	SAIC, *30+	The Federal Market Group, Ltd., *15
NetApp U.S. Public Sector	Salesforce	The MayaTech Corporation, *10
NetImpact Strategies	Salient CRGT	The McLean Group, LLC
NFA Consulting, LLC	Sandy Spring Bank	The QED Group, LLC, *1
Noblis NSP	Schambach & Williams Consulting	The RAIL Group LLC
Norris & Associates, Inc.	Scott Advocates PLLC	The Spectrum Group
Northern Virginia Technology Council	Segura Consulting LLC	The Touloumes Group
Northrop Grumman, *20+	Sehlke Consulting, LLC	Tifco Industries, Inc.
NT Concepts, Inc., *1	Serco	Training Resources Group, Inc., *20+
NutraSource, Inc.	Serka Federal Services, LLC	Transformation Systems, Inc.
Oceus Networks	Shenandoah Fleet Maintenance and Management	TWD & Associates, Inc.
Oracle USA, Inc.	Sibley & Associates LLC	TwoPavilions, LLC
PAE	SiloSmashers	Unanet
Palladium	Smith Pachter McWhorter PLC	Unisys Corporation
Paltech, Inc.	Social & Scientific Systems, Inc., *20+	UnitedHealth Group, Inc., *1
Panagora Group	Socrata	University Research Co., LLC, *30+
Parker Tide	Sodexo Government Services	USI Insurance Services
Parsons Government Services	Sonalysts, Inc.	Vanguard Research, Inc.
Persistent Agility, Inc	Sonjara, Inc.	Venable LLP
Phoenix Management, Inc. (PMI)	SOS International LLC (SOSi), *1	Vencore
PilieroMazza PLLC	Sotera Defense Solutions, Inc.	Ventera Corporation
Pillsbury Winthrop Shaw Pittman LLP	Souktel Digital Solutions	Vinson & Elkins LLP
PingWind Inc.	Southeastern Computer Consultants, Inc.	VION Corporation
Pleasant Valley Business Solutions (PVBS), *1	Southern Maryland Navy Alliance	VISTA Technology Services, Inc.
Pluribus International Corporation	Squire Patton Boggs (US) LLP	Vistrionix
PNC Financial Services Group, Inc.	Standard Technology, Inc.	VW International, Inc.
Potomac Consortium, Inc., *1	StellarPeak Corp.	Wavefront Research, Inc., *1
Primescape Solutions, Inc.	Stifel	Wayne A. Keup, PLLC
Public Contracting Institute	Stout, Risius, Ross, Inc.	WBB
QUADELTA, Inc.	SunTrust	Wells Fargo Capital Finance, Government Services Group
Rainmakers Strategic Solutions, LLC	Supreme Group USA, LLC	Westat, *30+
Raymond James & Associates, Inc., *1	Sutherland Government Solutions, Inc.	White Oak Investments LLC, *1
Red Team Consulting	Systems Planning and Analysis, Inc.	Wiley Rein LLP, *15
Regions Financial Corporation	Taino Consulting Group, LLC, *1	Williams Mullen
Renaissance Strategic Advisors	Tatum, A Randstad Company	Womble Carlyle Sandridge & Rice, LLP
Republic Capital Access	TD Bank	Woodward Communications
RGS	Tech Systems, Inc., *10	Xcelerate Solutions
Robbins-Gioia, LLC	TechFlow, Inc.	Xenith Bank
Rogers Joseph O'Donnell, P.C.	Tech-Marine Business, Inc.	XLA
RSM	Technology Security Associates, Inc. (TSA Inc.), *1	Xpiori LLC
RSR International, LLC	Tetra Tech, Inc.	Z2B, LLC
Russell Reynolds Associates	The Ambit Group	ZRG Partners, LLC, *1
RyanSharkey, *1		
Sabre Systems, Inc.		

JOIN PSC

The Professional Services Council (PSC) brings clarity and thoughtfulness to overcoming the barriers of a productive government/ industry partnership. As the premier trade association serving the federal professional technology and services industry, PSC delivers Policy Leadership, Business Intelligence, Executive Networking and Exposure to more than 400 member companies across the federal landscape. To join PSC complete the short membership application below and return to the PSC offices at 4401 Wilson Blvd., Arlington, VA 22203, or contact the membership team at 703-875-8059, membership@pscouncil.org.

Contact Information

Company Name _____

Address _____

Website _____

Contact Name/Title/Email Address _____

Select the Appropriate Membership Category

Regular Membership is available to for-profit companies providing technology or professional services to the federal government.

Associate Membership is available to companies providing services to for-profit companies furnishing technology or professional services to the federal government. Associate members must not have or seek to obtain government contracts and do not have representation on the PSC Board of Directors.

Gross Annual Revenue (GAR)	Amount of Dues
Less than \$2.8M	\$750
\$2.8M to \$58.8M	Enter your GAR as a decimal _____ x 300 = Dues _____
\$58.8M to \$100M	\$19,800
\$101M to \$300M	\$27,500
\$301M to \$500M	\$31,900
\$501M to \$1B	\$37,950
\$1B to \$4B	\$42,000
More than \$4B	\$44,400

Financial Institutions	Amount of Dues
<input type="checkbox"/> Less than \$750M in Assets	\$3,600
<input type="checkbox"/> \$750M-\$10B in Assets	\$5,520
<input type="checkbox"/> >\$10B in Assets	\$7,200

Law Firms	Amount of Dues
<input type="checkbox"/> 1-40 Lawyers	\$3,600
<input type="checkbox"/> 41-99 Lawyers	\$5,520
<input type="checkbox"/> >99 Lawyers	\$7,200
<input type="checkbox"/> Other Services Firms	\$7,200

Payment Information

Check Enclosed

Please Bill me

Charge my Credit Card

Charge to Card Number: _____ Expiration date: _____

Cardholder Name: _____ Cardholder Signature: _____

By signing this application I hereby agree to adhere to the PSC Code of Conduct and its terms. Dues cover one year of membership established by the acceptance date of this application and is subject to approval by the PSC Board of Directors

Signature _____ Title _____ Date _____

PSC dues are 96% allowable for inclusion in the indirect rates of government contractors and 92% may be deducted for federal income tax purposes. According to IRS regulations, the portion of dues allocable to lobbying activity is not tax deductible. PSC estimates that 8% of your dues is allocable to lobbying activities and, therefore, not deductible. Dues paid to PSC are not deductible as charitable contributions. Please consult your tax advisor for individual assistance for your specific situation.

PSC STAFF



President & CEO
David J. Berteau
703-875-8059



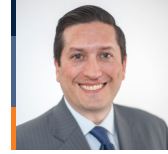
Executive Vice President
& Counsel
Alan L. Chvotkin, Esq.
703-875-8059



Executive Vice President,
Operations & Technology
Dave Wennergren
703-778-7557



Senior Vice President,
Defense & Intelligence
Jerry Punderson
703-875-9146



Vice President,
Marketing & Membership
Joe Carden, CAE
703-875-3123



Vice President, International
Development Affairs
Paul Foldi
703-875-8397



Vice President,
Events & Operations
Melissa Phillips, CMP
703-875-8059



Vice President,
Finance
Robert Piening
703-875-8164



Vice President,
Civilian Agencies
Bradley Saull
703-778-2927



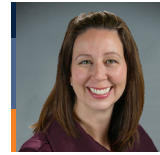
Director, Membership
Matthew Busby III
703-778-7556



Director, Marketing
Cassie Katz
703-875-8986



Director, Vision Market
Forecast
Michelle Jobse
703-778-8022



Director, Events
Andrea Ostrander
703-778-8021



Sr. Manager,
Events
Jean Tarascio
703-875-8144



Sr. Manager,
Public Policy
Jeremy Madson
703-875-8392



Manager,
Public Policy
Matthew Taylor
703-778-7555



Manager, Vision Market
Forecast
Donald Baumgart
703-875-2051



Office Manager
Karen Holmes
703-875-8059



Digital Marketing
Associate
Natalie Johnson
703-875-8183



Membership Associate
Tara Vilaychith
703-778-7554



Executive Assistant
Laurie Roberts
703-778-8168





PSC PROFESSIONAL
SERVICES
COUNCIL

4401 Wilson Blvd., Suite 1110
Arlington, VA 22203
Phone: 703-875-8059
www.pscouncil.org