

Strategic, Secure, Mission Critical IT Solutions....
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DSA NEWS BRIEFS

Federal Advisory Board Formed

A private company is just that - private.

There are no requirements for outside views, different perspectives or unique experiences. But all the best companies have some means for acquiring these. DSA is among them.

Over the summer, a search was undertaken to find visionary advisors who would appreciate DSA's recent growth in the defense and intelligence markets and lend their vast experience and insights to stimulate still greater success for the company.

The objective is to garner the members' expertise, diverse experience, and personal interests in furthering DSA's capabilities in information security and program management. The Federal Advisory Board (FAB) will assist DSA in reviewing its strategic business plan and provide guidance on how DSA can better deliver technology solutions to agencies of the federal government market.

The first meeting of FAB was held in September in Fairfax, Va., hosted by Vice President, Doug Wagoner.

The initial members of the Board are David Borland, former Deputy to the Army's Chief Information Officer (CIO/G6); Edward A. Hart, former

"WE BELIEVE THE FEDERAL ADVISORY BOARD MEMBERS WILL HELP US LEVERAGE OUR FORTY YEARS OF EXPERIENCE TO EXPAND OUR PRESENCE IN THE FEDERAL MARKETPLACE." — Fran Pierce

Deputy Director of the National Security Agency (NSA) and current president, Hart Enterprises, LLC; and, Tom L. Hewitt, founder, Federal Sources, Inc.

Each Board member has a host of complementary credentials which should contribute to the FAB's dynamics and success. ■

A BIG WIN - DISA Selects DSA for NCES

Certainly, the big win of the year was the nearly \$4 million task order awarded from the Defense Information Systems Agency (DISA) under the General Services Administration Multiple Award Schedule. This award is for the first year of program management support to DISA's Net-Centric Enterprise Services (NCES) Program Management Office (PMO).



"This is a significant award that expands DSA's forty-year relationship with DISA" states Doug Wagoner, DSA Senior Vice President. "DSA understands the significance of this program to the Department and is very proud to be selected to support DISA's highly qualified NCES team".

DISA created the Net-Centric Enterprise Services (NCES) program to provide the enterprise service architecture that will ride on the Global information Grid (GIG). It will provide Department of Defense (DOD) organizations ubiquitous access to reliable, decision-quality information through a net-based services infrastructure, and applications to bridge real-time and near-real-time communities of interest (COI). NCES will pull information from any available source - on demand with minimal delay - thereby empowering the end user, including support personnel, policy makers, and warriors.

DSA's job is to help write the Net-Centric

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DSA IS ON THE MOVE



Our new corporate headquarters at Eight Neshaminy Interplex, Suite 209, in Trevose, Pennsylvania.

MOST PEOPLE KNOW BUCKS COUNTY FOR ITS LUSH FARMS, recreational waters, quaint artists' colonies, and good restaurants. Now, it is home to DSA corporate headquarters. After 40 years in New Jersey, DSA has moved to Pennsylvania.

In addition, the company opened a new office in O'Fallon, Illinois to be responsive to business opportunities on Scott Air Force Base.

According to Doug Wagoner, DSA Senior Vice President, DSA is making this strategic business move to be closer to recently won contracts supporting the Defense Information Systems Agency (DISA) and the U.S. Air Force.

The O'Fallon office held its "grand opening" ceremony on November 3rd.

PRESIDENT'S MESSAGE



The year 2004 brought a surge of activity and good news. Our Client Satisfaction Survey was completed and the results gratifying. It confirmed we are doing many things right for our clients. Over 90% of those surveyed will refer us and will engage DSA in another program. When asked if there was anything else DSA could do to better service their account, more than half of our clients scored us a perfect "10". These results are a reflection of DSA's commitment to providing IT solutions that work coupled with excellent customer service. Our challenge is to maintain and improve. Together, we will do just that.

Summer sun brought with it the best news possible. DSA had won the Net-Centric Enterprise Services (NCES) Program Management contract. This is one of the most significant contract awards for DSA financially and strategically. DSA will be responsible for assisting DISA in defining the requirements for DOD's next generation messaging system. This award builds on the 40-year relationship DSA has had with DISA.

Finally, we end the year with the highest revenues in our history. Thanks to all DSA associates who contributed to those results. Our people worked together as a team focusing always on the customer. The right formula for success. ■

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Services roadmap, keep things on schedule and assist DISA in getting the program up and running.

"When established, NCES should improve interoperability by quantum leaps among DOD organizations", says Fran Pierce, DSA president and CEO. "Providing centralized, common services should reduce costs across the department by cutting duplicative applications and services while improving data access and dissemination to the warfighters".

NCES is targeted to be operating-system and platform neutral. ■

TELLING DSA'S STORY

AWARDS

- 2004 Large Company of the Year, *NJ Technology Council, DSA*
- Judge, 2004 Enterprise Awards, *Eastern Technology Council, Fran Pierce*
- "2004 Executive of the Year Finalist", *Technology Council of Maryland, Fran Pierce*
- "Firm of the Year" Finalist, *Frederick Maryland Technology Council*
- Certificate of Appreciation, *DMS-Army, Ken Wenger*

PUBLICATIONS

- *Tech Times*, Member Profile, Fran Pierce, April, 2004
- *Federal Computer Week*, "Little progress on clearance overload", Doug Wagoner quoted, April 12, 2004
- *Federal Computer Week*, "Plug and Play Expertise. Army help-desk portal taps knowledge management tools to solve staff problems", April 12, 2004
- *Philadelphia Business Journal*, "DSA ranked in Top 25 Systems Integrators", April 2004
- *LifeSciTech*, "Consider a Program Management Office to Boost the Success of IT Projects", author, Roger Salomon, Q2, 2004
- *Washington Technology*, "Davis pushes for more action on Security Clearances", Doug Wagoner quoted, May 8, 2004
- *Philadelphia Inquirer*, "People in the News, Dave Swiegert Joins DSA", June 28, 2004

BETTER, FASTER SECURITY CLEARANCES IMPORTANT FOR GOVERNMENT AND INDUSTRY

When the House and Senate held hearings on legislation that could modernize the Defense Department's granting of security clearances to private contractors and government personnel who need access to classified information on the job, DSA's



Doug Wagoner

Doug Wagoner represented the IT industry. Doug heads the Information Technology Association of America's (ITAA) Intelligence Committee. He and his committee members work with government

to reduce the time for security clearances. In May, Doug testified before the House Government Reform Committee. In September, Doug testified at the request of the Senate Government Reform committee on the issue along with members of the 9/11 Commission. Doug's successful testimony helped lead to clearance modernization being placed in the Intelligence Reform bill signed by the President on December 17, 2004.

While the pressures on government and industry have significantly increased following September 11th, the challenges have been the same for decades. The government rightfully demands high standards for its contract personnel. National security is priority one for industry, as well. Policy changes, however, are required for substantive changes.

In his testimony, Doug focused on three main issues: 1) Time to grant initial clearances. In some instances, it is taking more than 270 days to obtain a top-secret clearance for a clean case. These delays are costing people jobs. 2) Standardization and reciprocity. When one federal agency grants a clearance it should be honored by all of government for work at that same security level. 3) Cost. GAO estimates the costs to government and industry in the form of lost productivity in the billions of dollars annually, as well as direct risks to national security because of delays on critical projects.

Doug's position is "business as usual cannot continue". He values industry's partnership with government and is committed to improve this process that is so critical to national, economic, and personal security. ■