

the voice of technology

The Voice of Technology is a bi-monthly publication of the Northern Virginia Technology Council. www.nvtc.org

January/February 2005

NVTC

northern virginia technology council magazine

Government Affairs

Save the Date for NVTC's Premier Spring Banquet!

April 20, 2005

Hilton McLean
7920 Jones Branch Dr. McLean, VA

Platinum Sponsor:



Reception Sponsor:



For more information on sponsoring this event,
please contact **Jennifer Maginnis** at jmaginnis@nvtc.org
or **703.904.7878 ext.216**.

features

- NVTC's 2005 Technology Legislative Agenda
A look ahead at our technology priorities p. 8
- Interview with Peter Jobse
What the president of CIT has to say p. 15
- Letter from Baghdad
A unique opportunity to hear from an NVTC member inside Iraq p. 20

council business

- Message from the Board p. 5
- Bits-n-Bytes p. 6
- The NVTC Government Affairs Committee p. 11
- NewsLINK p. 14
- NVTC Calendar of Events p. 18
- New Members p. 24
- NVTC's Tech Talk p. 27
- NVTC Foundation: *Profiles in Giving* p. 29
- Koelemay's Kosmos p. 30

NVTC Business Partners





WHEN EMPLOYEES ARE HAPPY WITH THEIR PENSION PLAN, IT SHOWS. They work harder and stay longer. We should know. As the nation's 401(k) leader, we've been helping growing businesses and their employees secure their financial futures for over 50 years. No wonder more companies choose The Principal® for their 401(k) plans®. Investment choice and education, recordkeeping, loan services and asset allocation—we've got what your clients need, plus personalized service and local support to make the process easy. What's not to love? If you'd like to hear what a 401(k) plan from The Principal can do for your clients' employees, call today. We will be happy to help, no matter what you're wearing.

WE UNDERSTAND WHAT YOU'RE WORKING FOR.®



www.principal.com

MESSAGE FROM THE CHAIRMAN

Northern Virginia's technology industry accelerated in 2004 as business demand for services and increased federal technology and homeland security boosted total jobs and salaries. We are creating more jobs here in Virginia than several other states combined! Underpinning these remarkable trends is a very favorable environment for business, including a progressive public policy framework that makes Virginia a great state in which to start and grow a technology company. Northern Virginia's technology community and our policy-makers at the federal, state and local levels enjoy a collaborative, supportive public-private partnership which drives positive decision making and pro-active initiatives to bolster education, training, tax policy, economic development, and technology-driven growth.

Each year strengthens my understanding of just how much our success and economic growth rides on the technology community itself. The diversity of our regional strengths, from software and the Internet to aerospace and telecommunications, make this a great place to lead in emerging, cross-cutting areas such as bioinformatics and nanotechnology. And NVTC, the nation's largest technology council, continues to convene and bind our regional assets – companies, executives, angel investors, venture capitalists, engineers, entrepreneurs, policy-makers and educators – together.

As the voice for the region's tech community for over a decade, NVTC has been front and center in the state capitol to advocate for smart technology policies and for broader use of technology in delivering citizen services. These efforts have distinguished the Commonwealth as a global leader in eCommerce, Internet governance, spam-fighting, digital government and supportive tax policy.

Virginia's recent felony spam prosecution, the first successful criminal prosecution in the nation, has put hacker-spammers everywhere on notice that Virginia will not tolerate illegal and costly criminal activities on our networks. Similarly, Virginia's proven determination to resist adopting protectionist legislation signals to the world that Virginia is prepared to compete successfully in today's global economy, an important signal to send with U.S. subsidiaries of foreign corporations now supporting more than 171,000 Virginians. Likewise, Virginia's IT restructuring, consolidation and procurement reform initia-

tive continues to move forward aggressively as a model for other states. As well, Virginia's resolve to protect its small businesses from new administrative, accounting and collection burdens from the Streamlined Sales Tax Project Agreement, a multi-state Internet sales tax collection initiative, reaffirms Virginia's status as a national technology policy leader.

When the General Assembly convenes in 2005, NVTC's lobbying team will once again be in Richmond on a full-time basis to ensure that the voice of Northern Virginia's technology community is heard loud and clear. NVTC's 2005 Technology Policy Agenda for Legislative Action calls for a fully-funded Center for Innovative Technology (CIT), a strong Secretary of Technology to ensure Virginia remains at the forefront of innovation, continuing efforts to address Northern Virginia's transportation crisis and tax policies to ensure greater use of technology, and to spur the creation of more high-skill, high-wage technology jobs across the Commonwealth. Our agenda also includes initiatives to enhance Virginia's capacity for R&D, spur greater use of public-private partnerships to address some of Virginia's education, transportation, and technology challenges, and elevate the cultivation of Virginia's nanotechnology and biotechnology industries as statewide priorities.

Although the 2005 General Assembly session is a short one, it presents a great opportunity for NVTC and our network of influential, creative and innovative policymaker-partners to actively build on our technology policy accomplishments of the past to ensure an even stronger technology future for all Virginians.



Sudhakar Shenoy
NVTC Chairman of the Board
Chairman and CEO, Information Management Consultants



OFFICERS

Chairman

Sudhakar Shenoy

Information Management Consultants
ss1@imc.com

Vice Chairman

John C. Lee, IV, Lee Technologies
jlee@leetechnologies.com

Vice Chairman

Todd Stottlemeyer, Apogen Technologies
todd.stottlemeyer@apogentech.com

President

Bobbie Kilberg, Northern Virginia Technology Council
bkilberg@nvtc.org

Secretary

Lisa Martin, LeapFrog Solutions
lmartin@leapfrogit.com

Treasurer

Jonathan Shames, Ernst & Young
jonathan.shames@ey.com

General Counsel

Craig Chason, ShawPittman LLP
craig.chason@shawpittman.com

Public Relations Advisor

Doug Poretz, Qorvis Communications
dporetz@qorvis.com

BOARD OF DIRECTORS

Lou Addeo

AT&T Government Solutions
laddeo@att.com

Panos Anastassiadis

Cyveillance
panos@cyveillance.com

Greg Baroni

Unisys
greg.baroni@unisys.com

Brian Bates

Transaction Network
Services, Inc., bbates@tnsi.com

Gabe Battista

Talk America
gbattista@talk.com

John Becker

Cybertrust
jbecker@cybertrust.com

John Burton

Udata Capital
jburton@udata.com

Paul Cofoni

CSC, pcofoni@csc.com

Bob Dinkel

Computer Associates
Robert.Dinkel@ca.com

Renny DiPentima

SRA International
renny_dipentima@sra.com

Jim Duffey

EDS
jim.duffey@eds.com

Phil Facchina

FBR
pfacchina@fbr.com

Raul Fernandez

ObjectVideo
rfernandez@objectvideo.com

Dan Gonzalez

Scheer Partners
dgonzalez@scheerpartners.com

Deepak Hathiramani

Vistrionix, Inc.
deepak.hathiramani@vistrionix.com

Bob Johnson

Nextel Communications
bob.l.johnson@nextel.com

Hooks Johnston

Valhalla Partners
hooks@valhallapartners.com

Bob Kahn

Corporation for National Research
Initiatives, rkahn@cnri.reston.va.us

David Karlgaard

PEC Solutions
dkarlga@pec.com

Carol Kline

America Online, Inc.
carolkline@aol.com

Bob Korzeniewski

VeriSign
korzeniewski@verisign.com

Jim Leto

Robbins-Gioia
jim.letto@robbinsgioia.com

John Love

AH&T Technology Brokers
jlove@ahtins.com

Gary McCollum

Cox Communications
gary.mccollum@cox.com

TiTi McNeill

TranTech
titi_mcneill@trantech.com

John Mendonca

KPMG LLP
jmendonca@kpmg.com

Alan Merten

George Mason University
amerten@gmu.edu

Linda Mills

Northrop Grumman
linda.mills@ngc.com

Donna Morea

CGI-AMS
donna.morea@ams.com

Gary Nakamoto

Base Technologies
gnakamoto@basetech.com

Gary Pan

Panacea Consulting
gpan@panatech.com

Alex Pinchev

Red Hat
apinchev@redhat.com

Leslie Platt

Foundation for Genetic Medicine
leslie.platt@ey.com

Gerald Rubin

HHMI's Janelia Research
Campus, rubing@hhmi.org

Brad Schwartz

BearingPoint
bradley.schwartz@bearingpoint.com

Lydia Thomas

Mitretek Systems
lthomas@mitretek.org

Steve Winings

Heidrick & Struggles
swinings@hs.com

Dendy Young

GTSI
dendy_young@gtsi.com

Chairman Emeritus

John Backus

Draper Atlantic
backus@draperatlantic.com

Dan Bannister

M International, Inc.
dbannister@mintex.net

Ed H. Bersoff

Greenwich Associates
ebersoff@greenwichassoc.com

Kathy Clark

katherineclark@cox.net

Mike A. Daniels

SAIC
michael.a.daniels@saic.com

David C. Lucien

David.Lucien@interprocorp.com

Honorary Members

Gerald Gordon

Fairfax County Economic Development
Authority, ggordon@fceda.org

Peter Jobse

Virginia's Center for
Innovative Technology, pjobse@cit.org

Gary Shapiro

Consumer Electronics
Association, gshapiro@ce.org

Senior Advisory

Tom Hicks

Business Accelerations
tom@businessaccelerations.com

Scott Hommer

Venable LLP
jshommer@venable.com

Paul Lombardi

INpower
pvlombard@aol.com

Mario Morino

Morino Institute
mmorino@morino.org

Len Pomata

pomatalen@yahoo.com

Wayne Shelton

wshelton@prodigy.net

Knox Singleton

Inova Health System
knox.singleton@inova.com

Esther T. Smith

Qorvis Communications
esmith@qorvis.com

Bob G. Templin

Northern Virginia Community College
templin@nvcc.edu

Earle Williams

ewillms@aol.com

Bob Wright

Dimensions International
rlwright@dimen-intl.com

BITS + BYTES

Apogen Technologies, a leading provider of technology solutions in the federal marketplace, was recognized by the Society of Human Resource Management-New Mexico with a 2004 Human Resources Excellence award for Most HR Supportive Company in New Mexico. **Ilene Colina**, Corporate Vice President of Human Resources for Apogen, received the award for most Visionary HR Professional. Both awards recognize a high level of commitment, dedication, and innovation to the field of Human Resources. Apogen Technologies is ranked number 62 on Washington Technology's Federal 100 list and is also listed in the top 10 Department of Homeland Security contractors. Apogen is backed by Washington, D.C.-based private equity firm **Arlington Capital Partners**. www.apogentech.com. ■ **ATS Public Safety**, a division of **Advanced Technology Systems, Inc.** (ATS), announced the hiring of **John Loverude**, former CTO for the Illinois State Police Information and Technology Command. As a Senior Public Safety Consultant, Loverude will focus on information sharing and interoperability issues within state and local criminal justice agencies. ATS specializes in the development of information technology systems and solutions for government and commercial clients. www.atsva.com. ■ **Capitol Power**, a manufacturer's representative in the Baltimore, D.C., and Northern Virginia region for mission critical solutions, announced **John Johnson** as the newest addition to its sales team. Johnson has worked in the critical power industry for many years and brings with him an extensive knowledge of battery-free UPS and Generator applications. He will be covering both Baltimore and Northern Maryland. www.capitolpower.com. ■ **Convera Corporation**, a leading provider of search and categorization software for enterprises and government agencies, has announced an agreement with **In-Q-Tel** to expedite the development of a distributed indexing capability. In-Q-Tel, a private venture group funded by the Central Intelligence Agency (CIA), selected Convera based on the company's proven ability to build enterprise search solutions that enable the intelligence community to extract very specific details from massive terabytes of incoming data. Convera has begun development

Our Professionals

Bobbie Greene Kilberg

President, NVTC
bkilberg@nvtc.org

Christine Kallivokas

Vice President of Operations
christine@nvtc.org

Josh Levi

Vice President for Policy
jlevi@nvtc.org

Kristin Seitz

Executive Coordinator
Special Assistant to the
President
kseitz@nvtc.org

Tia Gibbs

Director of Production
and Design
tgibbs@nvtc.org

Tarin Heilman

Director of
Programs and Events
theilman@nvtc.org

Windy Honeycutt

Director of Committee
and Corporate Relations
whoneycutt@nvtc.org

Jennifer Williams

Director of Membership
and Benefits
jwilliams@nvtc.org

John Zett

Director
The Entrepreneur
Center @NVTC
jzett@nvtc.org

Nancy Rollman

Vice President of Communications
nrollman@nvtc.org

Pamela C. Dudley

President, NVTC Foundation
dudley@nvtc.org

Randy Cisler

Controller
rcisler@nvtc.org

Nicole H. Bono

Event Coordinator
nbono@nvtc.org

Mildred Cooper Elder

Marketing and
Communications
Consultant
mcooper@nvtc.org

Sandra Henderson

Web Communications
and Technical Services
shenderson@nvtc.org

Margy Holder

Graphic Designer
mholder@nvtc.org

Shannon Jameson

Membership Sales
Manager
sjameson@nvtc.org

Barbara Johnson

Receptionist /
Administrative Assistant
bjohnson@nvtc.org

Nancy Johnston

Education-Workforce
Liaison
njohnston@nvtc.org

Cameron Kilberg

Project Coordinator
ckilberg@nvtc.org

Michele Mason

Member Services
mmason@nvtc.org

Jennifer Maginnis

Registration
Coordinator
jmaginnis@nvtc.org

Michelle Senglaub

Techtopia Marketing &
Project Management
NVTCMichelle@aol.com

Linda Willever

Accounting Assistant
lwillever@nvtc.org

The Northern Virginia Technology Council

2214 Rock Hill Road, Suite 300, Herndon, VA 20170
(703) 904-7878 / fax: (703) 904-8008
www.nvtc.org • hosted by PatriotNet

Mission

The Northern Virginia Technology Council (NVTC) is the membership and trade association for the technology community in Northern Virginia and is the largest technology council in the nation. NVTC has about 1,200 member companies representing more than 160,000 employees. Its membership includes companies from all sectors of the technology industry including information technology, software, Internet, ISPs, telecommunications, biotechnology, bioinformatics, aerospace and nanotechnology, as well as the service providers that support these companies. In addition, universities, foreign embassies, non-profit organizations and governmental agencies are members of NVTC. NVTC is recognized as the nation's leader in providing its technology community with networking and educational events, specialized services and benefits, public policy advocacy, branding of its region as a major global technology center, initiatives in targeted business sectors and in the international, entrepreneurship, workforce and education arenas, and a Foundation focusing on venture philanthropy and public/private partnerships.

The Voice of Technology is published six times per year by the Northern Virginia Technology Council. It is the official magazine of NVTC. ©Copyright 2005 by NVTC. All rights reserved. No part of this publication may be reproduced in part or whole without the express written consent of NVTC. For reprint information, contact *The Voice of Technology*, 2214 Rock Hill Road, Suite 300, Herndon, VA 20170 fax: (703) 904-8008. *The Voice of Technology* publishes articles authored by industry professionals. The opinions and/or positions expressed in these articles are not necessarily those of NVTC. NVTC encourages its members to submit story ideas and comments to: experts@nvtc.org.

BITS + BYTES

modifications to its enterprise search platform, RetrievalWare®, to automatically index information contained within hundreds of databases. www.convera.com. ■ The International Eye Foundation (IEF) elected **Frances R. Pierce**, chairman, president & CEO of **Data Systems Analysts**, to its Board of Directors. IEF is dedicated to the promotion of peace through the prevention of blindness. DSA provides strategic, secure, and mission critical IT solutions to government and industry and is a leader in program management, information security and regulatory compliance. www.dsainc.com. ■ **HyperOffice** has announced the availability of its online intranet application that allows users to log on to the system through any Internet browser and access a customizable desktop with email, documents, calendars, contacts, projects, opinion polls, announcements, notes and reminders. These tools can be used for individual purposes or can be shared with designated group members for easy, real-time collaboration. www.hyperoffice.com. ■ **NextStep Partners, LLC**, a management consulting firm working with emerging information technology companies, has announced that **Douglas Jerger** has joined the company as Principal. Jerger brings to NextStep Partners a 30-plus year successful career building software and information technology companies as a COO, CFO and senior business development executive. Jerger is also a CPA. He will work from the company's office in Arlington, VA. www.nextstep-partners.com. ■ **OPTIMUS Corporation**, a leading provider of innovative technology solutions, has announced that it won two new federal schedule contracts from the General Services Administration (GSA) - one for Management, Organizational and Business Improvement Services (MOBIS) and the other for Environmental Advisory Services. OPTIMUS Corporation will provide management consulting, facilitation, survey and program integration/project management services to agencies across the federal government for the MOBIS award. Under the Environmental Services Schedule, OPTIMUS will provide remotely delivered advisory services in support of environmental programs. OPTIMUS estimates that anticipated tasking on the two new contracts will generate approximately \$2 million in annual revenues for the company. www.optimuscorp.com. ■ **SRA International, Inc.**, a leading provider of IT services and solutions to federal government organizations, announced that it has been awarded a competitive task order by the U.S. GSA's Federal Systems Integration and Management Center to provide integration management support services to the Air Force Distributed Common Ground System Formal Training Unit at Goodfellow Air Force Base, TX. The order has an estimated value of \$19.1 million over five years. SRA has also been awarded a competitive task order to provide IT services to the U.S. Navy's Military Sealift Command. The order has an estimated value of \$18.1 million over one year. www.sra.com. ■

**Send your news to
bits@nvtc.org**





NVTC's 2005 Legislative Agenda

Virginia's economic vitality in today's knowledge economy depends upon a dynamic and strong technology industry, innovative products and services, and an expanding and well-educated workforce. NVTC calls upon the Governor and the General Assembly for a sustained commitment to building and maintaining a sophisticated and stable legal, financial, educational and physical infrastructure that will support technological growth and innovation for years to come.

The upcoming General Assembly session provides an opportunity for Virginia's policymakers to continue moving the Commonwealth forward. Let Virginia once again demonstrate its dedication to progress and enhance its status as a proactive and forward-thinking model for states across the country.

NVTC urges Virginia's policymakers to adopt the following initiatives and policies during the 2005 General Assembly Session:

Objective One: Lead the nation in eGovernment by utilizing technology in the provision of government services, internal government operations, and the procurement process to the greatest extent possible to enhance efficiency, productivity, convenience and effectiveness; and to protect Virginia's public and private technology infrastructure.

- ❑ Continue efforts to elevate Virginia as a global leader in the use of technology in government by supporting the Virginia Information Technology Investment Board and the Virginia Information Technologies Agency (VITA).
- ❑ Resist adopting protectionist legislation that would unilaterally impose blanket policies on state procurement officials that would restrict their ability to procure goods and services from companies that utilize offshore outsourcing.
- ❑ Ensure that Virginia's statutory framework remains technology neutral, especially in dealing with issues relating to criminal law, tort law and procurement.
- ❑ Spur greater use of public-private partnerships as an innovative way to fund and implement initiatives to improve the efficiency and effectiveness of Virginia's government IT infrastructure, streamline procurement of IT goods and services from the private sector, and more closely integrate IT to improve the delivery of Web services for business and citizens.

Objective Two: Maintain Virginia's preeminent position as a national technology leader by adopting a policy framework, tax system and economic development regime that promotes entrepreneurship and encourages businesses that offer the high-wage, high-skill jobs that characterize the technology-driven economy.

- ❑ Oppose Virginia's adoption of the Streamlined Sales Tax Project Agreement, a potential barrier to further growth in Internet commerce.
- ❑ Eliminate the "true object test" imposed by Virginia's Department of Taxation, which places Virginia businesses at a disadvantage in winning and performing federal contracts on bundled government contracts for products and services.
- ❑ Strengthen and enhance the role of Virginia's Secretary of Technology in ensuring that Virginia continues to grow and compete as a global technology center.

- ❑ Fully fund Virginia's Center for Innovative Technology to accelerate the next generation of technology and technology companies, to provide programs and services for technology researchers, and to direct statewide R&D investment strategies for life sciences and nanotechnology.
- ❑ Transform the Angel Investment Tax Credit from one that places an aggregate cap on individual capital investments in small companies to a more predictable tax deduction, as recommended by the Virginia Research Technology Advisory Commission.
- ❑ Adopt regulatory flexibility laws, as suggested by the Attorney General's Taskforce on Economic Development, to require state agencies to perform an economic impact analysis and to consider less burdensome alternatives before regulating.
- ❑ Establish a Virginia Nanotechnology Commission to guide strategy and policy development.
- ❑ Facilitate cooperation between Maryland and Virginia in studying, planning and constructing a Techway Bridge to connect the technology centers of Virginia and Maryland; bolster transportation funding and the use of public-private partnerships to provide for new transportation infrastructure; and build and leverage Intelligent Transportation Systems, telework, and new technologies to reduce traffic congestion and improve safety.
- ❑ Maintain Virginia's moratorium on Internet-access taxes, exempt Voice-Over-IP services from state taxation and regulation, and reduce and simplify state and local taxes on telecommunications services to promote more rapid deployment of broadband technologies.
- ❑ Utilize technology industry expertise and practice to guide any revisions to Virginia's Computer Crimes Act to address growing threats and improve the safety of Internet activities.
- ❑ Facilitate the continued growth of the biotechnology industry in Virginia by adopting the recommendations of the Governor's Advisory Board for The Virginia Biotechnology Initiative, including sufficient capitalization of the Biotechnology Commercialization Loan Fund and the authorization of state bond authority for biotechnology lab facility partnerships.
- ❑ Maintain the funding level and integrity of the Governor's Opportunity Fund; keep "highest return on investment" as the criterion for all economic development assistance; ensure Virginia's place in the global economy by continuing an outward export and inward international investment strategy; and lower the employment and investment thresholds of state economic development programs to attract more technology jobs across the Commonwealth.

CONTINUED ON PAGE 10.

Objective Three: Promote the highest quality technology-literate workforce by investing in public schools and colleges across Virginia, educating students at every level in technology, and enhancing Virginia's capacity for innovation, research, development and commercialization of intellectual properties.

- ❑ Provide Virginia's K-12 public schools with resources to bring new technologies and advanced teacher training in science, mathematics and technology to every school in the Commonwealth and adopt emerging standards for technological literacy as part of the educational curriculum so that students understand how to make decisions about technology in addition to how to use technology.
- ❑ Ensure that George Mason University (GMU), the Northern Virginia Community College (NVCC), and Virginia's other institutions of higher education have the resources necessary to provide a highly skilled technology workforce, with particular emphasis on the overall funding needs of GMU and the health care workforce program at NVCC.
- ❑ Continue to refine policies and practices to increase the commercialization of new knowledge and intellectual property within state universities.
- ❑ Adopt the recommendations of the Governor's Virginia Research Technology Advisory Commission to expand Virginia's capacity for research to better attract federal and private research funding, including the creation of an "Invest Virginia" program to mobilize investments in Virginia-based venture capital funds.
- ❑ Fund a study to determine the feasibility of creating a Nanotechnology Accelerated Development Center (NADC) in Northern Virginia to transition basic nanotechnology research to commercial markets by supporting the prototyping and accelerated development of nanotech components and devices.
- ❑ Continue efforts to consolidate Virginia's fragmented and redundant workforce development initiatives into a coordinated, seamless system with clear direction to provide Virginia's transitioning workforce with the knowledge, training and skills needed to fill technology jobs statewide.
- ❑ Continue to promote Virginia's Institute for Defense and Homeland Security, the consortium of university, industry and federal research and development partners building a national center of excellence for demonstration and transition of science and technology solutions to meet national defense and homeland security needs, and to accelerate the next generation of technology and technology companies in Virginia. ■

New NVTC Benefit

Northwest Federal Credit Union

proudly serving members of the
Northern Virginia Technology Council

Earn more
when you
save...



...and pay
less when
you borrow.

VISIT US & JOIN TODAY

HERNDON 200 Spring Street, Herndon Parkway
VIENNA 231 Maple Avenue, East, Clarendon Shopping Center




To join, call: 703-700-8001
To enroll your entire company, call: 703-925-5105
www.northwestfcu.org/seg


UNION OF

*Bank entry slightly required

Good news from Capitol Hill on Security Clearances

In a concerted effort to alleviate a huge obstacle for government contractors, NVTC has worked hard over the past year to engage the U.S. Congress in addressing the serious inefficiencies in the security clearance process. We are pleased to report that 90 percent of our initiatives were included in the recently passed Intelligence Reform Bill. Reciprocity in clearances between all Departments and Agencies, a statutory deadline to complete clearances, a clearance czar, and improved use of technology in the clearance process are a few of the NVTC-supported provisions that were included in the bill.

**For more information, visit
<http://thomas.loc.gov/cgi-bin/query/D?c108:4:./temp/~c108mmAfgo::>**

The NVTC Government Affairs Committee

by Bill Baker, NVTC Government Affairs Committee Chairman; Wiley Rein and Fielding

A major impetus for forming the Northern Virginia Technology Council over a decade ago was the desire to create a voice for the technology industry before lawmakers in Richmond. For years NVTC has forged strong ties with key state legislators, and today NVTC stands as the leading advocate for technology and technology policy in Virginia. NVTC has also distinguished itself as an informed resource for our federal policymakers as they work on related technology policy issues.

The growth of the NVTC TechPAC has added a new dimension, facilitating the ability of the technology community collectively to support candidates for state office who share our policy priorities. TechPAC, along with NVTC's Vice President for Policy, Josh Levi, and NVTC's principal lobbyist, Doug Koelemay of Qorvis Communications, form the ongoing connection with the state's elected officials.

The NVTC Government Affairs Committee, which I co-chair with Duffy Mazan, gives NVTC members input to our policy positions, and particularly to NVTC's Legislative Agenda. The Legislative Agenda, when approved by the NVTC Board, is a guide for both legislators and NVTC's lobbyists. All NVTC members are welcome to participate in the activities of the committee, and we encourage your suggestions and involvement. The committee meets throughout the year to stay abreast of policy and legal issues, and holds regular conference calls during the General Assembly session to update members on developments. Additionally, the NVTC Government Affairs Committee has implemented the new NVTC online application, eCommunities, in an effort to make communication easier and documents more accessible to committee members for policy discussions.

While NVTC's staff, lobbyists, and reputation serve our members well in Richmond, an important role remains for you, the member. NVTC is most successful when you participate in developing our legislative initiatives, talk about tech issues with legislators, and participate – and, most importantly – vote, in elections. NVTC's legislative efforts are only as strong as our membership, and we hope you will be involved in the upcoming year. To learn more about NVTC's Government Affairs Committee and how you can get involved, please contact Kristin Seitz at 703.904.7878 ext. 226 or kseitz@nvtc.org.

■ William B. Baker is a Partner at Wiley Rein & Fielding, a nationally recognized law firm with offices in Washington, D.C., and Tysons Corner, VA. www.wrf.com

THANK YOU TO OUR 2005 LEGISLATIVE SPONSORS

ADVOCATE SPONSOR



CHIEF PATRON SPONSOR

Microsoft®

PATRON SPONSORS



APOGEN
TECHNOLOGIES



Your Friend in the Digital Age™





TechPAC LEGISLATIVE RECEPTION

On November 30, Northern Virginia technology leaders joined Congressman Tom Davis, Attorney General Jerry Kilgore, and more than 20 state legislators in attending NVTC's 3rd Annual TechPAC Holiday Reception and Fundraiser at Maggiano's Little Italy Restaurant in Tysons Corner. The impressive gathering of over 100 public sector and private sector leaders, including 20 members of NVTC's Board of Directors, provided legislators and NVTC members with an opportunity to exchange ideas, priorities and feedback prior to the 2005 General Assembly session.

Members of the General Assembly in attendance included:



Ken Adami, IMC, and Delegate Joe May.



Steven Gould, Office of the Governor, and Delegate Bob Hull.



NVTC Senior Advisory member Paul Lombardi, INPUT, and Walt Rogers, Integic.



Virginia Attorney General Jerry Kilgore; Bill Baker, co-chair, NVTC Government Affairs Committee, Wiley Rein and Fielding, LLP; and Delegate Brian Moran.

Senator Ken Cuccinelli (Centreville)
Senator Jeannemarie Devolites Davis (Fairfax)
Senator Janet Howell (Reston)
Senator Toddy Puller (Mount Vernon)
Senator Dick Saslaw (Springfield)
Delegate Dave Albo (Springfield)
Delegate Kris Amundson (Mount Vernon)
Delegate Bob Brink (Arlington)
Delegate Vince Callahan (McLean)
Delegate Adam Ebbin (Arlington)
Delegate Al Eisenberg (Arlington)
Delegate Tim Hugo (Centreville)
Delegate Bob Hull (Falls Church)
Delegate Scott Lingamfelter (Woodbridge)
Delegate Joe May (Leesburg)
Delegate Brian Moran (Alexandria)
Delegate Chap Petersen (Fairfax)
Delegate Ken Plum (Reston)
Delegate Gary Reese (Oak Hill)
Delegate Tom Rust (Herndon)
Delegate Jim Scott (Merrifield)
Delegate Steve Shannon (Vienna)
Delegate Mark Sickles (Franconia)
Delegate Vivian Watts (Annandale)



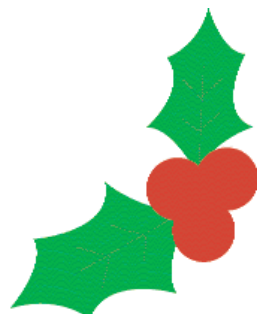
Earle C. Williams, NVTC Senior Advisory member, and Delegate Adam Ebbin.



Senator Dick Saslaw; NVTC Chairman Sudhakar Shenoy, IMC; and NVTC Foundation Chairman Dan Bannister.



Delegate Dave Albo and NVTC President Bobbie Kilberg.





*NVTC TechPAC Chairman
John Backus*

NVTC TechPAC

Now in its 3rd year of existence, NVTC TechPAC, the technology community's state-level Political Action Committee, had an active year. Although 2004 was not an election year for state-level candidates, NVTC TechPAC's strong, dedicated Board of Trustees continued to work on behalf of NVTC's membership in meeting with state policymakers and candidates from across Virginia to keep them informed of the technology industry's public policy priorities and the importance of building a broad technology-driven future for our companies, employees and citizens.

Moving forward, our goal is to build on our achievements of this past year as we continue to grow NVTC TechPAC into a major resource for candidates for public office in Virginia. Thanks to NVTC TechPAC's dynamic Board of Trustees, our NVTC TechPAC Annual Supporters, and the continuing support from NVTC's membership, NVTC TechPAC continues to grow in size, strength, and influence.

Over the next year, NVTC TechPAC will continue to reach out to candidates across Virginia who are either proven technology champions or informed challengers showing a willingness to embrace change and the knowledge economy technology companies are building throughout Virginia. Building a sound technology policy framework is critical to every region of Virginia, and we look forward to lending our efforts toward electing candidates throughout the Commonwealth in 2005 who will be good decisionmakers moving forward.

Thank you for your continued support of NVTC TechPAC and all of NVTC's legislative efforts.

*John Backus
Chairman, NVTC TechPAC
Managing Partner, Draper Atlantic*

BOARD OF TRUSTEES

John Backus
Chairman
Draper Atlantic

Gary Tabach
Treasurer
Deloitte

Dendy Young
Vice Chairman
GTSI

Jim Lewis
General Counsel
Holland & Knight LLP

Anne Gavin
Microsoft Corporation

David Gentry
Lee Technologies

Bobbie Kilberg
NVTC

Chris Long
Washington Resources Associates

Duffy Mazan

Carl McNair
CSC

Paul Russinoff
Time Warner

Sudhakar Shenoy
Chairman, NVTC

NVTC TECHPAC ANNUAL SUPPORTERS

AT&T
Dimensions International, Inc.
Dan Gonzalez
Information Management Consultants, Inc.
Bobbie Kilberg
Duffy Mazan
Stuart Mendelsohn
Qorvis Communications, LLC

Legislative Study Panel Nixes Proposal To Impose New Tax Collection Costs, Burdens on Tech Companies In Virginia

A legislative study panel composed of senators, delegates and private sector representative created during the 2004 General Assembly at the urging of NVTC concluded its work in November after a series of meetings, hearings and discussions regarding the likely impact of a Warner Administration proposal to enlist Virginia technology companies in a multi-state effort to collect sales taxes on Internet and remote sales. The General Assembly's Joint Subcommittee to Study the Impact of Collecting Remote Sales Taxes on the Economy of the Commonwealth, chaired by Delegate Tim Hugo (Centreville), found no compelling reason at this time for Virginia to adopt the multi-state Streamlined Sales Tax Project Agreement (SSTP), citing many unanswered questions regarding collection costs imposed on businesses, ameliorative provisions in the Agreement, and a lack of any evidence that the benefits to the state treasury justify the collection costs imposed on Virginia businesses. By an 8-1 vote, the Panel recommended that Virginia's General Assembly not consider adoption of the SSTP during its 2005 session and that Virginia policymakers and Virginia's Congressional delegation push for changes to a federal bill currently under consideration to allow a voluntary interstate tax collection compact between states instead of a national mandate in order to protect Virginia's tax sovereignty and ability to maintain its economic development advantage in growing and attracting technology companies.

During the 2004 General Assembly session, NVTC had strongly opposed legislation sponsored by Senator Emmett Hanger (Mt. Solon) and Delegate Vivian Watts (Annandale) which would have rendered Virginia a signatory to the SSTP. NVTC's Board of Directors adopted a resolution in September 2003 opposing Virginia's adoption of the Streamlined Sales Tax Project Agreement, a potential barrier to further growth in Internet commerce, until Virginia examines in detail how the SSTP framework might impose new compliance costs on Virginia businesses, change revenues for Virginia and its localities, limit state responsibilities with federal mandates, and affect the competitiveness of Virginia companies in the global market. Through the strong leadership of Speaker Bill Howell (Fredericksburg), Delegate Hugo and Senator Jeannemarie Devolites (Fairfax), the General Assembly had agreed to forego Virginia's adoption of the SSTP, and instead established the study commission. NVTC had an opportunity to present its concerns at length during the study process.

A copy of the Study Report can be found at:
<http://leg2.state.va.us/DLS/H&SDocs.NSF/4d54200d7e28716385256ec1004f3130/0c8a91cc31ee3c5b85256ec500553c45?OpenDocument>

NVTC President Kilberg and Board Member Thomas Join Homeland Security Steering Committee

NVTC President Bobbie Kilberg and Board Member Lydia Thomas of Mitretek Systems, members of the new Steering Committee for George Washington University's Homeland Security Policy Institute (HSPI), attended its inaugural meeting on December 17. U.S. Department of Homeland Security Secretary Tom Ridge welcomed the group via conference call from Detroit and Deputy DHS Secretary James Loy met with the group for an hour-long discussion.

The HSPI draws on the expertise of The George Washington University and its partners from the academic, non-profit, policy and private sectors for a common goal of better preparing the nation for the threat of terrorism. HSPI will help frame the debate, discuss policy implications and alternatives, and recommend solutions to issues facing America's homeland security policymakers.

Other members of the Steering Committee include:

Richard V. Allen, *former National Security Advisor*
J. Carter Beese Jr., *President of Riggs Capital
and former SEC Commissioner*
General Richard Chilcoat, *Dean, Bush School of Government,
Texas A&M University*
Chief Dennis Compton, *International Fire Service Training Association*
Charles Curtis, *President and COO, Nuclear Threat Initiative*
Robert Davi, *National Spokesperson for i-SAFE and Actor*
Martin Faga, *President and CEO, MITRE*
Dr. Harvey Fineberg, *President, Institute of Medicine*
Governor James S. Gilmore III, *former Governor of Virginia*
Dr. Rohan Gunaratna, *Associate Professor, Institute of Defense and
Strategic Studies, Singapore*
Dr. Bruce Hoffman, *Vice President, RAND*
E. Floyd Kvamme, *Co-chair, President's Council
of Advisors on Science and Technology*
Senator Connie Mack, *former U.S. Senator*
Secretary John Marsh Jr., *former Secretary of the Army
and former Member of Congress*
Andrew McCarthy, *former Chief Assistant U.S. Attorney*
Alan McCurry, *COO, American Red Cross*
Patricia McGinnis, *President and CEO
Council for Excellence in Government*
General Edward Meyer, *former Chief of Staff, U.S. Army*
General Edward Rowny, *former Ambassador
and Lt. General USA (Ret.)*
Judge William Sessions, *former Director
Federal Bureau of Investigation*
Michael Steinhardt, *Founder, Steinhardt Partners*
Judge William Webster, *former Director of Central Intelligence
and former Director, Federal Bureau of Investigation*
James Lee Witt, *former Director
Federal Emergency Management Agency*
R. James Woolsey, *former Director of Central Intelligence*

For more information about HSPI, visit:
<http://homelandsecurity.gwu.edu/dhs/programs/policy/>

Interview with CIT President Peter Jobse

Recently Mark Bisnow, of Bisnow on Business, caught up with CIT President Peter Jobse to find out more about Virginia's Center for Innovative Technology



CIT President Peter Jobse

You work in that inverted building near Dulles Airport that everybody notices.

It's the coolest building in Metro Washington.

Why don't you fall over?

(Laughs) It's a technological wonder. Architecturally, it was designed so it would be an icon, for everybody coming in and out of the Dulles area, of the Commonwealth's commitment to technology and it serves perfectly as that. It was built specifically as the headquarters for the Center for Innovative Technology.

How did someone from Reading, Pennsylvania, get there?

I relocated to metro DC in 1986 with Electronic Data Systems, with whom I started my career. I was with EDS for 19 years. I left as a senior executive here in the Washington area and became Chief Operating Officer of a publicly traded company called Condor Technology Solutions, which was based in Annapolis. It was a mini-EDS, essentially systems integration, but serving mid-market companies. I started at CIT in the fall of 2002.

Tell me the history of CIT and how it's structured exactly.

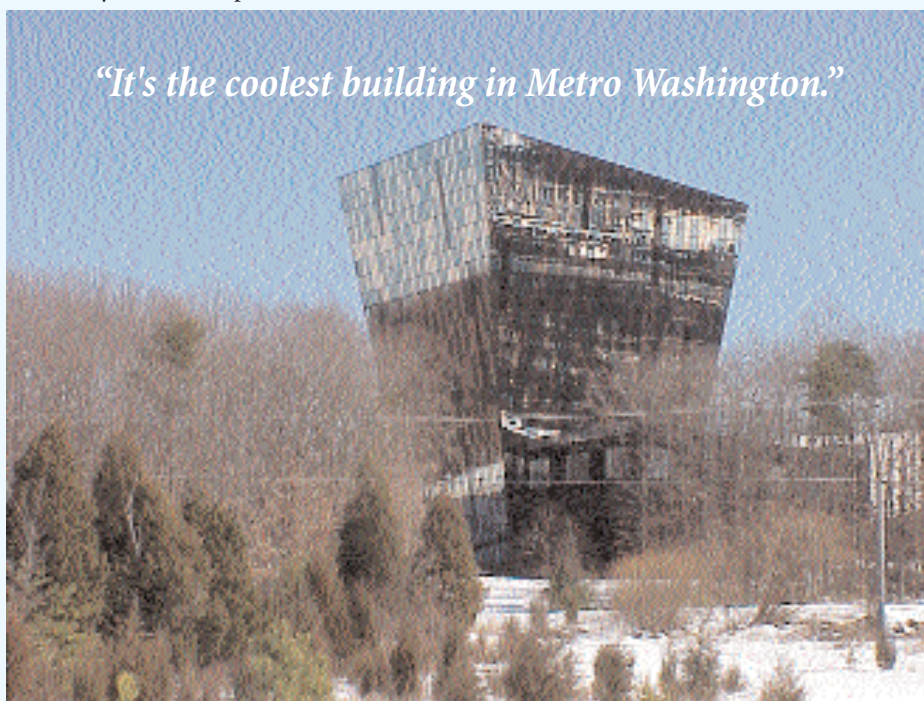
In 1984, the Commonwealth determined that in order to fuel the growth of its technology economy, it would place special emphasis on increasing research and development at our universities as well as place emphasis on creating an entrepreneurial environment for start-up technology companies. That led to the creation of CIT, which is structured as a non-profit corporation with a mission dedicated to the Commonwealth. To allow the state to fund CIT, but still enable CIT to operate as a business, two entities were created, one called the Innovative Technology Authority which is a political subdivision of

the Commonwealth, and a separate non-profit corporation called the CIT. This structure allows us to operate as a corporation and engage in normal business relationships without the constraints that an agency or an authority itself would have: wage-related constraints, Freedom of Information Act requirements that would restrict our ability to protect proprietary client information, and the ability to bind certain contracts, things like that. Our structure enables us to operate independently of our funding authority, but clearly our mission focuses around the Commonwealth and the generation of new technologies and companies that support that in the Commonwealth.

What's your budget?

We have a \$15 million dollar budget for 2005, half of which is a Commonwealth appropriation, the other half we receive through awards of contracts that we pursue and are successful at winning. This includes federal contracts for research development and technology identification as well as private sector grants for the development of different things like broadband distribution and other support services.

CONTINUED ON PAGE 22.





NORTHERN VIRGINIA
TECHNOLOGY COUNCIL

www.nvtc.org



www.ahtins.com



www.bizjournals.com/washington



www.delanceyprinting.com



www.kornferry.com



www.mci.com





www.metroopensdoors.com

**KELLEY
DRYE**
www.kelleydrye.com

**UNITED
BANK**
www.unitedbank-va.com

**ST PAUL
TRAVELERS**
www.stpaultravelers.com/technology

**AMERICA
Online**
www.aol.com

Copies of the 2005 NVTC Tectopia Map
are available at www.nvtc.org.
For information about how to put your company
on next year's map, visit www.nvtc.org

Producer: Nancy Holman, Northern Virginia
Technology Council

Marketing and Project Management: Michelle
Bongault, Oakton, VA

Design and Layout: Bridget Murphy,
BCVdesign, Oak Hill, VA

Illustration: Lou Giffin, www.foxad.com,
Centerville, VA

Printing: Delancey Printing, Alexandria, VA

NVTC CALENDAR OF EVENTS

Northern Virginia's Premier Events for the Technology Community

JANUARY

January 7

Meet the Capital Players

7:30 am Registration; 8:00 - 9:30 am Program
Ernst & Young, 8484 Westpark Drive, 2nd Floor, McLean, VA
No Charge for Members / \$35 Non-Members
Platinum Sponsors: Comerica Bank, Technology & Life Sciences Division; Ernst & Young; DLA Piper Rudnick Gray Cary US LLP; Wilson Sonsini Goodrich & Rosati.
Presented by NVTC's Capital Formation Committee

January 12

TechDonuts

7:30 am Registration; 8:00 - 9:30 am Program
CIT Auditorium, 2214 Rock Hill Road, Herndon, VA
No Charge
Jelly Filled Chocolate Sprinkles Sponsor: Cooley Godward LLP.
Cinnamon Twist Sponsors: Aptela; PricewaterhouseCoopers LLP; Virginia's Center for Innovative Technology.
Presented by NVTC's Entrepreneur Committee

January 18

Emerging Business Network

7:30 am Registration & Networking; 8:00 - 9:30 am Program
Grant Thornton, Conference Center Lower Level
2070 Chain Bridge Road, Vienna, VA
No Charge to Members / \$35 Non-Members
Gold Sponsor: John Sanders.com; Wilmer Cutler Pickering Hale and Dorr LLP. **Location Sponsor:** Grant Thornton. **Event Sponsor:** Teqcorner.
Presented by NVTC's Emerging Business Network Committee

THE NORTHERN VIRGINIA TECHNOLOGY COUNCIL PRESENTS

Mike Laphen
President and COO
North America Operations
CSC

Thursday
March 10, 2005

Hilton McLean
7920 Jones Branch Dr.
McLean, VA

7:00 am Registration
8:00-9:15 am Program

members \$40.00
non-members \$80.00

Platinum Sponsors:
George Mason University School of Management, IBM

Gold Sponsor:
Schoor Partners, Inc.

Silver Sponsors:
Hampton Roads Economic Development Alliance
Houlihan Lokey Howard & Zukin; Pillsbury Winthrop
Russell Reynolds Associates; St. Paul Travelers

SPONSORSHIPS AVAILABLE!
Contact Tarin Heilman at 703.904.7878 X230 for more information.

Register at **www.nvtc.org**
hosted by PatriotNet

January 26

Executive Forum

7:00 am Registration and Networking; 7:30 - 9:30 am Program
Hilton McLean, 7920 Jones Branch Drive, McLean, VA
\$35 Members / \$70 Non-Members
Platinum Sponsors: McGuireWoods LLP; PricewaterhouseCoopers LLP. **Gold Sponsors:** C-Level Leadership LLC; Howrey Simon Arnold & White LLP; Robbins-Gioia. **Silver Sponsors:** Chevy Chase Bank; Kenyon & Kenyon; LeapFrog Solutions; Pillsbury Winthrop LLP.
Presented by NVTC's Executive Forum Committee

January 27

Business Development, Marketing and Sales Reception

5:30 pm Registration and Networking; 6:00 - 7:30 pm Program
Clyde's of Tysons Corner, 8332 Leesburg Pike, Vienna, VA
\$75 Members / \$95 Non-Members
**Limited to 25 Senior Marketing Executives*
Platinum Sponsors: Acquist Search; INPUT.
Presented by NVTC's Business Development, Marketing and Sales Committee

FEBRUARY

February 1

Membership Mixer

6:00 pm Registration; 6:00 - 8:00 pm Networking and Mixer
Hilton McLean, 7920 Jones Branch Drive, McLean, VA
\$35 Members Only
Location Sponsor: Hilton McLean.
Presented by NVTC's Membership Committee

February 3

Meet the Capital Players

7:30 am Registration; 8:00 - 9:30 am Program
Ernst & Young - 2nd Floor, 8484 Westpark Drive, McLean, VA
No Charge for Members / \$35 Non-Members
Platinum Sponsors: Comerica Bank, Technology & Life Sciences Division; Ernst & Young; DLA Piper Rudnick Gray Cary US LLP; Wilson Sonsini Goodrich & Rosati.
Presented by NVTC's Capital Formation Committee

We Need You for Groundhog Job Shadow Day

March 11, 2005, is NVTC's Groundhog Job Shadow Day. Please consider hosting a student at your workplace for the day. For more information contact Nancy Johnston at 703-904-7878 ext. 234 or njohnston@nvtc.org or visit our Web site at www.nvtc.org.

NVTC CALENDAR OF EVENTS

Northern Virginia's Premier Events for the Technology Community

FEBRUARY

February 8

Nanotechnology

7:30 am Registration; 8:00 - 9:30 am Program
SAIC Conference Center, 1710 SAIC Drive, McLean, VA
\$35 Members / \$70 Non-Members

Platinum Sponsor: Thomson Scientific. **Silver Sponsor:** ISTN, Inc.
Bronze Sponsors: Lockheed Martin Corporation; McGuire Woods, LLP; St. Paul Travelers.

Presented by NVTC's Nanotechnology Committee

February 9

IT & Telecommunications Dinner

5:30 pm Registration; 6:00 - 8:00 pm Dinner and Program
Clyde's of Tysons Corner, 8332 Leesburg Pike, Vienna, VA
\$65 for Members / \$95 Non-Members

Platinum Sponsors: Gardner Carton & Douglas LLP; Kenyon & Kenyon. **Gold Sponsor:** Morrison & Foerster LLP. **Silver Sponsors:** Gray Cary; Wiley Rein & Fielding, LLP

Presented by NVTC's IT & Telecommunications Committee

February 9

Titans of Technology Breakfast

Speaker: Roderick C. McGeary, Chairman and CEO, BearingPoint

7:00 am Registration and Networking 8:00 - 9:15 am Program
Hilton McLean, 7920 Jones Branch Drive, McLean, VA
\$40 Members / \$80 Non-Members

Platinum Sponsors: George Mason University School of Management; IBM. **Gold Sponsor:** Scheer Partners, Inc. **Silver Sponsors:** Hampton Roads Economic Development Alliance; Houlihan Lokey Howard & Zukin; Pillsbury Winthrop LLP; Russell Reynolds Associates; St. Paul Travelers.

February

Business to Government (B2G)

7:30 am Registration; 8:00 - 9:30 am Program
Hilton McLean, 7920 Jones Branch Drive, McLean, VA
\$35 Members / \$70 Non-Members

Gold Sponsors: Dickstein Shapiro Morin & Oshinsky LLP; INPUT. **Silver Sponsors:** GTIS; Morrison & Foerster LLP; Panacea Consulting, Inc.; Vistrionix, Inc.

Presented by NVTC's B2G Committee

February

Emerging Business Network

7:30 am Registration; 8:00 - 9:30 am Program
Grant Thornton, Conference Center Lower Level
2070 Chain Bridge Road, Vienna, VA
No Charge for Members / \$35 Non-Members

Gold Sponsors: John Sanders.com; Wilmer Cutler Pickering Hale and Dorr LLP. **Location Sponsor:** Grant Thornton. **Event Sponsor:** NextStep Partners.

Presented by NVTC's Emerging Business Network Committee

February

Executive Forum CXO Dinner

6:00 pm Registration; 6:30 - 8:30 pm Dinner
SRA International - ATC Presentation Center
4350 Fair Lakes Court, 2nd Floor, Fairfax, VA
\$75 Members Only

**Limited to 20 CXOs. You must be a CXO of a Technology Company to attend.*

Platinum Sponsors: McGuire Woods LLP; PricewaterhouseCoopers LLP.

Presented by NVTC's Executive Forum Committee

February

CFO Series

7:15 am Registration; 8:00 - 9:30 am Program
The Ritz-Carlton, 1700 Tysons Boulevard, McLean, VA
\$35 Members / \$70 Non-Members

Platinum Sponsors: Ernst & Young; Shaw Pittman LLP. **Gold Sponsors:** Marsh Inc.; M&T Bank. **Silver Sponsors:** Equis; Spaulding & Slye Colliers. **Bronze Sponsors:** Bowne of DC Financial Printing; Spherion.

Presented by NVTC's CFO Series Committee

February

Angel and Seed Stage Financing

7:30 am Registration; 8:00 - 9:30 am Program
Hilton McLean, 7920 Jones Branch Drive, McLean, VA
\$35 Members / \$70 Non-Members

Platinum Sponsors: Fish & Richardson P.C.; Virginia's Center for Innovative Technology.

Presented by NVTC's Private Equity Committee

February

Business Development, Marketing and Sales Workshop

7:30 am Registration; 8:00 - 11:30 am Workshop
University of Phoenix, 11730 Plaza America Drive, Ste 200, Reston, VA
\$65 Members / \$99 Non-Members

Platinum Sponsors: Acquient Search; INPUT. **Gold Sponsors:** Gibbs College; St. Paul Travelers. **Silver Sponsors:** Business Wire; Leapfrog Solutions. **Location Sponsor:** University of Phoenix.

Presented by NVTC's Business Development, Marketing & Sales Committee

REGISTER AT:

www.nvtc.org
hosted by PatriotNet



Letter from Baghdad

NVTC is pleased to publish the first in a series of updates from Iraq. Jim LeBlanc, former NVTC Board Member and NVTC International Committee Chairman, has been in Baghdad since late September. Jim will be there for 12-18 months leading an international non-governmental organization's (NGO) programs and operations in the country. The NGO is a nonprofit organization working to strengthen and expand democracy worldwide. It provides practical assistance to civic, government and political leaders advancing democratic values, practices and institutions, and in Iraq, is working on long-term strengthening of civil society and political parties. Please note: the views expressed in this article are the author's and do not necessarily represent those of the organization.

IRAQ - four letters that conjure up a kaleidoscope of visions and emotions, almost all negative, fed by what most Americans see and read on a daily basis. VBIEDs (vehicle borne improvised explosive device), IEDs (improvised explosive device), mortars, rockets, kidnappings and beheadings, Al Jazeera, Green Zone, Falluja, Mosul, Baghdad, Shi'a, Sunni, Kurd, Sistani, Sadr, and Al-Zarqawi are all now part of the lexicon. For many on the ground here, this is a world that consists of PSDs (personal security details), military convoys, armored vests and armored vehicles, secure compounds and 12 foot blast walls.

But it's what you don't see or read about often enough that makes this country and its people truly extraordinary. Yes, there is a lot of anger here; anger at the Americans, anger at the insurgents, especially foreign insurgents, anger at the decline in living conditions since the conflict began. There is anger at the wanton deaths and destruction being visited upon families, friends, relatives and neighbors. Many also fear a future in which there is no frame of reference or historical context.

In spite of all this, there is still real, albeit cautious, optimism here. There is courage among the Iraqis who put their lives at risk on a regular basis to go about their daily lives. Most of all, they put their lives at risk by simply trying to fulfill their inherent desire to put the country on a path to some form of democracy, for themselves and their children. This new chapter in Iraqi history is being written as you read this. But the true shape of this democracy remains unknown; to

be determined by the Iraqis themselves, at this crucial juncture in time.

Behind the headlines, did you know that almost 400 political parties had been formed in the country? Or that by the first week in December, almost 240 political parties and coalitions had formally and officially registered with the Iraqi Independent Electoral Commission to run candidates in the upcoming election? Campaign posters and flyers are going up all over Baghdad and the rest of the country; newspaper, radio and TV political ads have also started. Were you aware that despite all the negative attention to the fact that few if any international election monitors, including the U.N., would likely be here, that an NGO domestic monitoring group had been formed with the goal of putting between 8,000-12,000 monitors at the polling stations? I suppose not. But this is also not a country that is easily understood by the media, the Americans, the U.N., its Arab neighbors or others that want a piece of it for their various political interests.

Democracy development programs are constantly oversubscribed with word of mouth often doubling the number of registrants. Political party and coalition training; civil society and election monitoring training; political empowerment of women training; and governance training, all eagerly attended despite the daily threats.



Jim LeBlanc, center, with his PSD (personal security detail) in Baghdad.

What must be remembered but that is so often lost, is that one election does not make a democracy. Most so-called modern day democracies are still trying to get it right. Newly emerging democracies like Ukraine have only been at it a little over 10 years. And in the Middle East generally a reasonably free, fair, transparent and democratically elected government may tend to frighten some of its neighbors. The upcoming election therefore, is but a first step along what will sometimes be a treacherous path to a more democratic Iraq. But it is a critical step and it should not be delayed.

It is in the end for the Iraqis to decide on their future but they must be given the opportunity unencumbered by a violent insurgency that despises everything they are trying to achieve. It will not be easy. It will not be without more pain and suffering. In the end however, the courage and dreams of the Iraqi people will prevail. ■

A full year of home phone service for just \$199. No Gotchas.

Got broadband? Get a year's worth of phone service for \$199, all-inclusive!

- Unlimited nationwide calling
- Two phone numbers with enhanced voicemail
- Free advanced calling features
- Up to 100 Free minutes of international calling each month
- No activation fee — includes FREE shipping
- Act now! Get a cordless phone system with two handsets

Available to NUTC Members at SunRocket.com

Please use code **SRMag25**



SunRocket

Personal Internet Phone Service

SunRocket.com

Questions? 1-800-786-0173



**Network Downtime
Costs Your Business
Over \$10,000 an Hour**

**Focus on Your Business
Team Reliable Will Take Care of Your Network**

- Managed Services
- Administration and Support
- Outsourcing
- Telecommuting and Remote Access
- Security

Reliable
INTEGRATION SERVICES

an NUTC member company

email sales@rsi.com

phone 703-276-3593

web: www.rsi.com

**ONE-STOP SHOPPING FOR ALL OF YOUR
BUSINESS TELECOMMUNICATION SERVICES.**



**THINK SMARTER. THINK FASTER.
THINK BIGGER.**

**SAVE
OVER
\$2,000**

**Bundle Cox Business InternetSM
1.5Mbps/384Kbps speed or
higher, Cox Telephone Service
and Cox Commercial Cable and
SAVE over \$2,000. Plus, receive
a \$150 Installation credit.***

**Call 703-480-6363 or visit
CoxBusinessServices.com**

Don't wander the aisles searching for a full-service telephone provider. Cox Business Services offers several customized local and long distance phone packages, as well as all the features your business demands. Plus, add Cox Business InternetSM and Commercial Cable service for even greater savings. So proceed directly to the express lane, and take advantage of one-stop shopping from Cox Business Services.



*Visit www.CoxBusinessServices.com for additional package and savings options. Offer valid from 01/01/05 to 03/28/05 to new commercial subscribers of Cox Business Internet service (1.5Mbps/384Kbps speed or higher [line not included], serviceable). Cox Digital Telephony and Commercial Cable service in Commercial serviceable locations. Minimum 3-year service contract required. Savings over \$2,000 and \$150 installation credit based on subscribing to all three services prior to 3-year contract. Installation credit will be applied throughout contract. Costs for additional installation, construction, inside wiring, installation of jacks, additional outlets and equipment will apply. Offer does not include applicable taxes or fees. Discounts are not valid in combination with any other promotion. Services not available in all areas. Other restrictions apply. Telephone services are provided by Cox Virginia Telecom, Inc. All other services provided by Cox Business Services, a division of

CIT has a staff of 39. What do they do?

The organization is divided into functional areas: We have professionals who are dedicated to facilitating what we call research investment; this area includes specialists in disciplines like biotechnology and nanotechnology who identify areas of opportunity for Virginia, and pursue federal grants to develop new industries. We have field office personnel, roughly 15 members who staff offices around the state, who are dedicated to helping young technology companies grow. They accomplish this by providing guidance on research linkage, investment programs, federal grant programs and intellectual property management. We have members of the organization who focus on entrepreneurs and investment-related programs that are designed to help new companies obtain growth capital. Five members of our team support the capital programs that assist companies in securing private sector equity based investment. And we have members of the organization that do the business of the organization, the finance, administration, and communications outreach.

How many companies are you assisting?

Our regional office network handles between 300-400 companies a year. That's what we refer to as our portfolio of companies. Our early stage funding program has looked at about 150 applicants, some of those are also our regional clients; many of them are new businesses. You add that all up, we see about 400-500 companies a year.

What's the range of services that you provide to the portfolio companies?

The portfolio companies generally seek us out for validation of their technology and market plans, assistance with research facilities, and growth related funding. In some instances the companies use us to find new channels for the potential sales of their products.

For someone reading about CIT in this edition of the *Voice of Technology*, what are the possible activities they could do with CIT?

There are a number of things that they can do. If you are a budding entrepreneur, and you have an idea for starting a technology-based business, you can vet it with us. If you have already decided you're going to start that business, and you've got it anchored in technology, we can help you expand that technology either with relationships with labs or facilities or with other companies. If you want to decide whether or not the technology and direction you're going is unique, we can help you identify other potential organizations that have patents that are similar. If you're looking for companies in the Commonwealth or in the regional area that may be possible partners or clients, we can help you with that.

What is your relationship with NVTC?

NVTC is what we would call a trusted partner. Many of the technology councils around the state were actually started by CIT a number of years ago. When we talk about incubating new companies and industries, CIT incubated NVTC. And so, the relationship has now matured to where NVTC serves as a strong communications arm for technology in Northern Virginia, both through their public policy advocacy efforts as well as efforts to reach out to new young companies that can benefit from CIT programs.

Now we can talk about the fun stuff, the innovative stuff you do as in your name. What are you doing that is most interesting to you?

There's a lot of stuff going on that's really, really cool. But let me ask you for a moment to picture a continuum expressed as a horizontal line. As you view the left-hand side of the line think "the origin of innovation is basic research; it's people thinking about math, science and about how things work at their most basic foundation." As the line progresses to the right, we encounter applied research; here, scientists use logic and discovery and apply it to a problem, like internal combustion engine efficiency. Moving further to the right of the continuum, applied research projects are commercialized or turned into new companies that solve problems for society, fix things, and improve the quality of life that we have.

On the right side of the line, new companies progress through growth stages, with the end goal being the creation of a new vibrant company. We look at that entire continuum from the time research starts, through its development, including the spark of innovation that would create a new company. And we provide support to get these companies "off and running." So what we try to do, Mark, is figure out where we want to be on the landscape of new and emerging technology ideas, and ask ourselves if we've got enough smart people here in the universities and the labs in the Commonwealth who can facilitate the development of a new direction. If the answer is yes, then we ask ourselves if we've got the right environment to support the development of new companies. This usually means: is there enough capital available through investors in the earliest stages of development, to enable this community to grow and be vibrant?

So, specific initiatives?

We've got two things that we're focused on right now that we're excited about. One of them is in the discipline called nanotechnology, it's the next new science (after biotechnology) that has the ability to be totally disruptive in that it has the potential to touch all areas of our lives. It's engineering at the molecular level, so we get to build things that are stronger, better, behave differently, than they would occur naturally. So, materials could be stronger, properties could be changed, essentially new elements could be created.

So what are you doing on the "nano" front?

We believe that the Commonwealth is very well-positioned in what's called "carbonaceous nano-materials," which is the manipulation of carbon-based molecular structures for application in a number of specific areas. Medical imaging is one of those, materials for defense application is another. What we're trying to do is develop a thing called an industry cluster, in which you have research at universities occurring and companies starting to locate themselves around those research areas. New companies form next to those, and you become known for something, like Maryland is known for a specific type of

biotechnology, and Silicon Valley was known for software development, and networking component structures.

So we're in the process of developing a nano-cluster around carbonaceous nano-material production.

You must be smart to know how to pronounce that.

It's fun stuff, it really is. One of the things that I find myself magnetically attracted to is the point of discovery, and the ability to think about what the application of that discovery could be to a problem that might serve the military, that may have medical application, that may change products we use daily, and to figure out how to get the discovery to evolve into a company, and find markets that are willing to finance and consume the products of the new technology.

Can you say more about nano-clusters?

We have identified a specific area of nanotechnology: nano-manufacturing of carbonaceous materials. We're working specifically with young companies that are focused on this technology as well as research universities that are performing research in this area to facilitate development of an industry cluster. What we are doing is funding the collaborative efforts to bring these parties together as well as advancing a strategy for the administration and the General Assembly in order to secure additional support from the state in the development of these services and product companies.

Now, you were going to mention other exciting things.

Smart-Bio technologies are another area to mention. These are technologies that marry life science disciplines with computer science disciplines to achieve greater advances in our understanding of disease, medical application and the genomic structure of life forms. Computer based advances in genomic research will make it possible for personalized medicines and medical applications which have the potential to greatly improve our quality of life. Exciting research with commercialization potential is also occurring in the areas of fuel cell development to serve

as alternative automotive fuels, and bio-defense research to strengthen our ability to identify and combat pathogens.

So, what are you doing about all this?

The first thing we do is to examine the research strengths that we have in the Commonwealth and find where promising technologies are being developed. At Virginia Tech, Dr. Harry Dorn discovered a nano structure called a Trimetasphe. This is a carbon cage in the shape of a soccer ball that can hold various metals and other elements, depending on the application. This nano structure has been licensed by a company that is using it to make specific products. We look at that licensing opportunity, and look at the research that's done there and ask ourselves: What does it take for the company to grow even faster than it is and what's the likelihood that this structure can be licensed by other entities, or other companies that build products in conjunction with that? If necessary, we work with the administration and legislators to develop programs and legislation to enable industry growth. In a sense, we are doing yeoman's work to try and help get a young company and industry off the ground. This may mean something as basic as sitting down with them and looking at their technology commercialization plan and saying "We think you've got holes here." If a company has a solid investment grade idea, we have a program called the Growth Acceleration Program that is designed to help the company secure early stage investment by providing them with up to \$100,000 as debt that they can use as leverage to secure other investors. At some future date, we will convert the debt to equity or collect the note, using the proceeds to invest in another new company. Our mission is "accelerating Virginia's next generation of technology and technology companies," and we look at the development continuum that I described and try and figure out where a new company or industry might get stuck, and determine what needs to be done to remove the obstacle. Right now there are a number of young companies stuck in early stage funding, because there's not a lot of funding going on at the very earliest stages. We do things to basically "un-stick" them. How's that for a technical term? *(Laughs)*



TECHNOLOGY COMPANIES

Abraxas Corporation

6845 Elm Street, Suite 310
McLean, VA 22101
(703) 821-8930
(703) 821-8511

ACCELL Cellular

2121 Eisenhower Avenue., Suite 200
Alexandria, VA 22314
(703) 209-8074
(703) 704-5132
www.accellular.com

ActionNet, Inc.

2750 Prosperity Avenue, Suite 520
Fairfax, VA 22031
(703) 204-0090
(703) 204-4782
www.actionnet.com

Advanced Broadband Solutions, Inc.

9210 Corporate Boulevard, Suite 150
Rockville, MD 20850
(301) 337-0100
(301) 977-0260
www.absiweb.com

Affinity Technical Services, Inc.

14408 Chantilly Crossing Lane, Suite 605
Chantilly, VA 20151
(571) 259-8431
(703) 991-5958
www.affinity-tech.com

ASCEND Therapeutics, Inc.

607 Herndon Parkway, Suite 210
Herndon, VA 20170
(703) 471-4744
(703) 478-0959

Athena Technologies, Inc.

6876 Watson Court
Warrenton, VA 20187
(540) 428-3316
(540) 428-3301

BringCom

2916 Parklawn Court
Herndon, VA 20171
(703) 915-6860
(703) 318-9459
www.bringcom.com

Bristol Edge

2109 O Street NW
Washington, DC 20017
(202) 861-8016

Capital Sourcing Group, Inc.

PO Box 11265
McLean, VA 22102
(703) 346-4454
(703) 438-8776
www.capitalsourcinggroup.com

COLMAR Corporation

166 Seneca Ridge Road
Sterling, VA 20164
(703) 444-8453
(703) 444-8454
www.colmarcorporation.com

Complete Data System Inc.

505 Roosevelt Boulevard, Apartment B319
Falls Church, VA 22044
(703) 532-1659

Corpora Software

11710 Plaza America Dr., Suite 2000
Reston, VA 20190
(703) 871-5229
(703) 871-5111
www.corporasoftware.com

Cox Business Services

3080 Centreville Road
Herndon, VA 20171
(703) 480-4836
(703) 480-5201
www.cox.com

CT Solutions, Inc.

2730 Prosperity Avenue, Suite 250
Fairfax, VA 22031
(703) 289-1560
(703) 991-2408

Data2Knowledge

33 Wood Avenue South, Suite 600
Iselin, NJ 08830
(646) 479-4496
www.d2k.com

DotNetContractors

6718 Williamsburg Boulevard
Arlington, VA 22213
(703) 538-2596
(703) 538-2396
www.dotnetcontractors.com

Dragonslayer Applications

19829 Memory Lane
Sterling, VA 20165
(703) 328-3782
www.dragonslayerapps.com

EmeSec Incorporated

12801 Worldgate Drive, Suite 500
Herndon, VA 20170
(703) 871-3973
www.emesec.net

Endforce

38145 Howlands Lane
Purcellville, VA 20132
(540) 882-9626
www.endforce.com

Envizion Corporation

2230 Gallows Road, Suite 380
Dunn Loring, VA 22027
(703) 207-1500
(703) 289-9950
www.envizioncorp.com

Fortress Technologies

3500 Paul Street
Alexandria, VA 22311
(703) 845-7980

Full Mesh Networks

11951 Freedom Drive, 13th Floor
Reston, VA 20190
(703) 652-2588
(703) 935-3070
www.fullmesh.net

HIPAAdocs Corp

6851 Oak Hall Lane
Columbia, MD 21046
(443) 280-4764
(410) 489-0520
www.hipaadocs.com

IGate Incorporated

4350 Brownsboro Road, Suite 110
Louisville, KY 40207
(502) 893-4583
(502) 893-4503
www.igateinc.com

Infoblox

1800 Alexander Bell Drive
Reston, VA 20191
(703) 234-2353

Integrated Engineering Consulting LLC

PO Box 8505
Silver Spring, MD 20907
(703) 200-1077
(703) 995-4515
www.ieteam.com

Intellimark

220 Yorknolls Drive
Capitol Heights, MD 20743
(301) 336-3945
(301) 336-2471

Intellitactics

1800 Alexander Bell Drive, Suite 500
Reston, VA 20191
(703) 620-3800
(703) 620-3850

Lincoln Alliance

1130 17th Street NW, Suite 400
Washington, DC 20036
(202) 595-1350

Marshall Communications Corp

21525 Ridgetop Circle, Suite 270
Sterling, VA 20166
(571) 223-2010
(571) 223-2012

MicroPact Engineering, Inc.

600 Herndon Parkway, Suite 100
Herndon, VA 20170
(703) 709-6110
(703) 709-6118
www.micropact.com

National Datacast, Inc.

1320 Braddock Place
Alexandria, VA 22314
(703) 739-5400
(703) 739-8461

Nexus Innovative Solutions

11250 Waples Mill Road, Suite 305
South Tower
Fairfax, VA 22030
(703) 995-5900
www.niscompany.com

Predicate Logic, Inc.

9619 Chesapeake Drive, Suite 200
San Diego, CA 92123
(240) 304-0889
www.predicate.com

Royer Biomedical, Inc.

4580F Mack Avenue
Frederick, MD 21703
(301) 696-2177
(301) 696-1842
www.royerbiomedical.com

Sherpa Projects LLC

13170 Marcey Creek Road
Herndon, VA 20171
(888) 865-4075
(703) 904-0689
www.sherpaproject.com

Sify Corp

3259 Lothian Road
Fairfax, VA 22031
(703) 801-7725
www.sifyinternational.com

SimDesk Technologies, Inc.

8000 Towers Crescent Drive, Suite 1350
Vienna, VA 22182
(703) 760-7849
(703) 760-7899
www.simdesk.com

SMI

12325 Cleghorn Road
Hunt Valley, MD 21030
(410) 453-0887

Susquehanna Technologies

600 Pegasus Court, Suite 100
Winchester, VA 22602
(540) 723-8700
(540) 665-3434
www.susqtech.com

Sympora Technologies

5431 Woodland Boulevard, Suite B
Oxon Hill, MD 20745
(800) 568-9965
(301) 505-2838
www.sympora.com

SYNERGii

6362 English Ivy Way
Springfield, VA 22152
(703) 475-5384
(703) 451-2339
www.synergiicorp.com

TEOCO Corporation

12150 Monument Drive
Fairfax, VA 22033
(703) 322-9200
(703) 259-4487

Unified Teledata, Inc.

2205 Wakefield Street
Alexandria, VA 22308
(703) 780-8098
(703) 780-8098

UTEK Corp.

9510 Linden Avenue
Bethesda, MD 20814
(301) 530-4824
www.utekcorp.com

VARCom Solutions, LLC

12125 Windsor Hall Way
Herndon, VA 20170
(571) 434-8466
(571) 434-8467
www.varcom.com

X3O, LLC

12016 Gateway Drive
Potomac, MD 20854
(301) 340-0138
(301) 340-0138
www.x3o.com

Zones, Inc.

1102 15th Street SW, Suite 102
Auburn, WA 98001
(253) 205-3289
(253) 205-2289

ASSOCIATE COMPANIES**ACSYS Information Technology**

12120 Sunset Hills Road, Suite 400
Reston, VA 20190

Black Iris

200 Carman Avenue, F23
East Meadow, NY 11554
(516) 414-5384
www.blackirisconsulting.com

Diamond Marketing

411 Ayr Hill Avenue NE
Vienna, VA 22180
(703) 281-1393
(703) 628-6910
www.freddiamond.com

Digifutures

2053 Crossing Lane Way
Vienna, VA 22181
(703) 850-9482

Harvest Bank Of Maryland

15005 Shady Grove Road, Suite 350
Rockville, MD 20850
(301) 908-3086
(410) 203-1785

International Jet Management, Inc.

23950 Wind Sock Drive, Suite 1600
Dulles, VA 20166
(703) 996-0600
(703) 661-1902

ITARIS LLC

1750 Tysons Boulevard, 4th Floor
McLean, VA 22102
(703) 744-1080
(703) 744-1001

Mailander & Company, LLC

2012 South Arlington Ridge Road
Arlington, VA 22202
(202) 787-1973
(703) 920-3014
www.mailander.net

MJ Mortensen Associates

2787-B Hartland Road
Falls Church, VA 22043
(703) 573-0230
(703) 560-6753

Monticello Capital

11911 Freedom Drive, Suite 710
Reston, VA 20190
(703) 674-0500
(703) 674-0518
www.monticellocapital.com

PropNet

11654 Plaza America Drive, Suite 130
Reston, VA 20190
(703) 904-3730
(703) 940-2331
www.PropSolutions.Net

SC&H State & Local Tax Services, LLC

1660 International Blvd, Suite 400
Mc Lean, VA 22102
(703) 287-0081
(703) 287-4227

Sterne, Kessler, Goldstein & Fox, PLLC

1100 New York Avenue, NW
Washington, DC 20005
(202) 371-2600
(202) 371-2540
www.skgf.com

TEG Solutions

6400 Goldsboro Road, Suite 100
Bethesda, MD 20817
(240) 235-2144
www.tegsolutions.net

Wolff & King, PLLC

2111 Eisenhower Avenue, Suite 402
Alexandria, VA 22314
(703) 535-6790
(703) 535-6791

Wyatt Consulting

416 William Street NW
Leesburg, VA 20176
(703) 808-0445
(703) 771-4022

AFFILIATE COMPANIES**Embassy of Bulgaria**

1621 22nd Street, NW
Washington, DC 20008
(202) 332-6609
(202) 332-6609
www.bulgaria-embassy.org

IEEE Northern Virginia Section

44831 Milestone Square, Apartment 409
Ashburn, VA 20147
(703) 723-3746
(703) 723-3946
www.ewh.ieee.org

CONTINUED ON PAGE 26.

RENEWING MEMBERS

3M Federal Systems
Acquisition Solutions, Inc.
AH&T Technology Brokers
Alarm.Com
America Online, Inc.
Applied Solutions, Inc.
Base Technologies, Inc.
Bode Technology Group, Inc.
Brainbench
Brodeur Worldwide
Cabot Consultants
Cavalier Telephone
CCSI-Corporate Consulting Services, Inc.
Centennial Computer Corporation
CGI-AMS
The Chubb Institute
Cinea, Inc.
Citigate Global Intelligence
CMC Americas Inc.
The College of William & Mary
Columbia Capital
Columbia Consulting
Core Accounting Solutions
Corp. for National Research Initiatives
Cricket Technologies, LLC
Cryptek, Inc.
Cybertrust
Cyveillance
E3squares.Com
Eagle Software Group
eBay
EbTDesign LLC
Embassy of Finland / Tekes-National Technology
Agency

EMW, Inc.
Equis
Frederick-Winchester Co. E.D.C.
GEOBRIDGE Corporation
Georgetown University
Global TechPro
Goodman & Company
Grafik Marketing Communications, Ltd.
Grant Thornton, L.L.P.
Hogan & Hartson
Interstate Worldwide Relocation Services
Jefferson Wells International
Knowledge Consulting Group
Korea Business Development Center
LearnStream Inc.
LinkSpot
LogiXML, Inc.
Manufactured Imports Promotion Organization
of Japan
Merrill Corporation
Microsoft
MicroSys, LLC
Mid-Atlantic Venture Funds
Miklos Systems, Inc.
Mitretek Systems, Inc.
Monumental Venture Partners
Nanoverse LLC
New Vantage Group, LLC
Newcastle Consulting, LLC
Odin, Feldman & Pittleman, P.C.
ORBIMAGE
PDS/Aviant
Perot Systems Government Services Inc.
Powersim Solutions, Inc.
Prosodie Interactive, Inc.
Retrieval Systems Corporation

Rising Edge Technologies, Inc.
RMR & Associates, Inc.
Rock Creek Consulting, LLC
S&H/LeBlanc International
Scheer Partners
Schiff Hardin & Waite
Segal Company
Strelmark
SunTrust Bank
Synxis Corporation
TARGUS Information Corporation
Tatum CFO Partners, LLP
Terrapin Systems
TRAINING SOLUTIONS, INC.
Transwestern Commercial Services
University of Phoenix
University of Virginia
US Trust Company
VCampus Corporation
Visual Analytics, Inc.
Wolf Trap Foundation
WWC Capital Group, LLC



PatriotNet™
703.797.1888
800-375-0409

**PROVIDING SMART CONNECTIONS
BETWEEN PEOPLE
AND TECHNOLOGY**

for more information, contact sales@patriot.net



Tech Talk 2004 a Big Success

NVTC's sixth annual Tech Talk was held on Friday, December 3, at The George Washington University Virginia Campus (GWU-VA) in Ashburn, Virginia. Approximately 130 high school students and 30 educators from Alexandria, Arlington, Fairfax, Loudoun, Manassas Park and Prince William school districts thoroughly enjoyed learning about emerging and existing careers in engineering, technology, and health.

The keynote speaker was Belle Wheelan, Virginia's Secretary of Education. Dr. Wheelan challenged the students to strive for academic excellence while honing their interpersonal skills and work habits. She also focused on the breadth and depth of educational opportunities in Northern Virginia, from community colleges to public and private undergraduate and graduate education degree programs, all of which were represented as exhibitors and contributors to the event.

Nine different workshops focused on careers in information technology and telecommunications, transportation safety and security, and public health and homeland security. Exhibitors from seven public and private colleges offered students information on college programs to prepare for these careers. As one student stated, "Tech Talk was something that just might catapult my career into the right path!"

What more could one ask from a student-oriented career fair?

Many thanks to our Hosting Sponsor, GWU-VA; our Platinum Sponsor, DeVry University, Crystal City Campus; Breakfast Sponsor, The Northern Virginia Tech Prep Consortium; and Silver Sponsors, Greenberg Traurig LLP, Mitretek Systems, and the Northern Virginia Workforce Investment Board. ■



*Just a few of the comments made by
our TechTalk students:*

*"It was really insightful and
helped me decide what I would
major in when I go to college."*

*"The workshop I attended was
amazing and really exceeded my
expectations."*

*"Tech Talk 2004 helped steer me
in the right direction for the
future."*



New Clubhouse Opens

NVTC Foundation Opens Fourth Computer Clubhouse

The NVTC Foundation is pleased to announce the opening of its fourth Computer Clubhouse! On December 1, 2004, over 50 supporters and Fairfax County officials joined in the ribbon-cutting celebration of the new James Lee Computer Clubhouse, located within the newly renovated James Lee Community Center.



Several local Fairfax County officials attended, including The Honorable Gerry Connolly, Chairman, Fairfax County Board of Supervisors; Linda Smyth, Supervisor, Providence District; Patricia Franckewitz, Director, Fairfax County Department of Community and Recreation Services; Janet Kerr-Tener, Fairfax County Public Library Foundation Chair; Patrick Dexter, former Chair, Fairfax County Public Library Foundation; Roberta Longworth, Executive Director, Fairfax County Public Library Foundation; and Sam Clay, Director, Fairfax County Public Library.

Dan Bannister, NVTC Foundation Chairman, and Bobbie Kilberg, NVTC President, thanked everyone for their dedication and hard work in getting the James Lee Computer Clubhouse up and running. The Computer Clubhouses are extremely important to our community – 800 children a week take advantage of the computers available to them at the clubhouses. Having access to technology and computers provides incentive for these children to do better in school, and helps them to be better prepared for future jobs.

The NVTC Foundation would like to thank its outstanding partners: Fairfax County Department of Community and Recreation Services; Fairfax County Public Library Foundation; Fairfax County Public Library; Fairfax County Public Schools; and the Computer Clubhouse Network for all of their hard work in helping present these important Computer Clubhouses to our community. If you are interested in volunteering at one of the Clubhouses, or making a donation to the NVTC Foundation, please contact Pam Dudley at pdudley@nvtc.org, today. ■

SAVE THE DATE
March 3, 2005, is the next
"TEXAS HOLD'EM" event to
benefit
the NVTC Foundation
Look for more
details soon!

Profiles in Giving



NORTHERN VIRGINIA
TECHNOLOGY COUNCIL
FOUNDATION



Long Term Contributor

Lisa Martin has been an active NVTC member since she founded LeapFrog Solutions in 1996. Lisa and her LeapFrog Solutions team don't just join organizations – they strive to make a meaningful contribution to each and every one. The design of the NVTC Foundation Web site is no exception. In 2001, through her work with NVTC, Lisa learned of the Foundation's need to design and develop its foundation Web site – www.nvtcfoundation.org. After discussing the project with the LFS staff, Lisa offered to donate development of the site to the foundation. This project represented LeapFrog's largest pro bono undertaking at that time. The \$25,000 site highlights the benefactors – the people who benefit most from using the computer club-houses. In 2004, the LeapFrog Solutions' team again redesigned the foundation's Web site, pro bono.

Community Philanthropy

LeapFrog Solutions' ongoing commitment to share its expertise, time, and talents with area non-profits, service organizations, and charitable causes is exemplary. For many nonprofits, the marketing, graphic design, and hours the LeapFrog team contributes – technology expertise and access to high-quality collateral materials that often times are not possible in the current economic realities – is critical to their efforts to increase visibility, promote their services to the public, and raise funds.


LeapFrog lives by its mission – integrating traditional marketing methods with emerging technologies to make your message matter – by making non-profits such as the Northern Virginia Technology Council Foundation, Reston Relay For Life, Fairfax Choral Society, Volunteer Fairfax and Leadership Fairfax and many others' messages matter to the Washington Metropolitan region.

Lisa Martin is President of LeapFrog Solutions, Inc., a company she founded in July of 1996. Ms. Martin has 18 years experience in professional marketing communications and project management. She specializes in developing strategic marketing campaigns for high-technology clients, as well as association-sponsored conferences and trade shows. Ms. Martin has extensive experience in managing web site design and backend development, graphic print design, and video production and she is recognized for her innovative work in web site development and multimedia presentations.

Ms. Martin is a featured speaker at numerous events focusing on the effective use of multimedia and Internet marketing, including the Northern Virginia Technology Council, Leadership Fairfax, Women in Film and Video, National Women's Business Center, Fairfax County Economic Development Authority and many others.

Ms. Martin is on the Board of Directors of NVTC, the Fairfax County Chamber of Commerce (FCCC), and Volunteer Fairfax. She is also an active member of the Young Entrepreneurs' Organization (YEO) and the New Media Society (NMS) and is a graduate of the 1999 Leadership Fairfax program and the 1999 Mindshare program.

Tech Leadership vs *Festina Lente*

The logo features a stylized spiral galaxy in shades of blue and yellow, with the text "Koelemay's" in a serif font above "Kosmos" in a sans-serif font.

It may seem pretentious to employ Latin phrases to make a point about Virginia government in the New Year. Latin, after all, is supposed to be a dead language that survives only in root words and in vague legal references among friends. But *status quo ante bellum* and *quo vadis* seem particularly appropriate as the Virginia General Assembly convenes in Richmond January 12 for its 2005 session.

First, consider *status quo ante bellum*, defined as a return to the conditions and terms that existed before the war broke out. Eight to ten years ago "good ole partisanship" ruled in campaigns and in the General Assembly itself. When all was said, done and elected, state officials buckled down together to balance the budget, fund education a little less than needed and distribute bond proceeds for transportation projects carefully across all districts. Despite all the state capitol manipulations and power brokers, a modicum of respect, civility and collegiality prevailed in Richmond.

With the control of the General Assembly at stake in the late 1990s, however, a sharper and unending partisanship took over that inflicted permanent damage on elected officials and their ability to govern. Majorities in both the Virginia Senate and House of Delegates changed, thereby tearing down the old power structure, while the economic slowdown squeezed the last rush of air out of bipartisanship.

Various state officials suddenly became reluctant to balance the budget on any terms other than their own. Collegiality gave way to mortal combat. So education got funded a lot less than needed, not just a little, and the money needed to back new bonds for transportation dried up. *Concordia res parvae crescent* – working together to accomplish more – disappeared. Inter-party feuding finally calcified into a budget war of attrition among Republican leaders in the House and the Senate that transformed the 60-day General Assembly session of 2004 into a 150-day session. Only a staggering march back to bipartisanship by a handful of Republican House members and the Democratic minority allowed the Commonwealth to meet its constitutional obligations.

Since then the rapid improvement of the Virginia economy has pushed state revenues back toward pre-budget war levels. Additional revenues from a tax reform package adopted despite dozens of "over my dead body" pledges in 2004 have ended cuts in government services. Now there are opportunities to recapitalize the rainy day fund, add money for school

construction and at least move revenue streams diverted from transportation accounts back into transportation accounts.

Republican leaders are finding common ground with Virginia's Democratic governor in defending the *status quo ante bellum*. It is hard beyond "good ole partisanship" to disagree with the conservative objectives set out by Governor Mark R. Warner to continue tax reform, maintain financial stability, focus investments and meet core service commitments. The governor acknowledged that increased school enrollments, Medicaid utilization, prisons, public employees pay, retirement and health benefits are eating up almost a billion dollars of increased revenues.

Also conscious of the need to defend their General Assembly majorities and to elect a Republican governor in November 2005, Republican leaders in the majority in both House and Senate have lowered their rhetoric in referring to their differences. *Cornix cornici oculos non effodiet* – a crow doesn't rip out the eyes of another crow – sums it up well. With only a handful of exceptions, the General Assembly seems determined to make its 45-day session in 2005 last just 45 days.

But that only brings the Commonwealth of Virginia back to the larger question: *Quo vadis* – where do we go from here? The Commonwealth still hasn't repealed the requirement that retailers prepay sales taxes. The decade-long commitment to repeal the sales tax on food is unfinished. Capital investment and construction funds for schools, higher education, wastewater treatment and transportation are a fraction of documented needs. And the governor missed key points of the NVTC legislative agenda, such as eliminating the discriminatory "true object test" imposed by the Tax Department on bundled government contracts, fully funding the Center for Innovative Technology, planning a new Techway Bridge across the Potomac and creating a nanotechnology center to showcase Virginia's breakthroughs and potential.

Festina lente – make haste slowly – remains Virginia government's greatest contradiction. The General Assembly needs to hear from NVTC members that the technology community expects more. ■

A stylized, handwritten signature in black ink, appearing to read "Doug K.".

Douglas Koelemay is senior advisor to NVTC and managing director at Qorvis Communications, LLC.

DO YOU
HAVE



THE **RIGHT TOOLS ?**



DESIGNING THOROUGH,
cost-effective insurance protection
and smart risk management programs
requires the right resources.

All the **best tools** for your business
are found in one place: NVTC's
member programs, **RiskNet™**
for property & casualty
and **BeneNet** for employee benefits.

RISKNET

BENENET



INQUIRE TODAY.

Call 800-648-4807 or visit <http://nvtc.risknet.net>
or <http://nvtc.benenet.net>.

**Times
Like These,
Call For
Support
Systems
You Can
Trust...
Completely.**



**The Time to Secure Your Lifeline Is
Before Site Slip-Ups Become Definite Downers.**

Your organization is steadily climbing to the top. Resources are stretched, but the summits in reach. Now may be a very good time to make sure your electrical/mechanical infrastructure is prepared for the unexpected.

Get a firm grip on your mission-critical facility's infrastructure with Lee Technologies. Since 1983, our high-availability products and services have made us the industry's most respected provider of infrastructure solutions for mission-critical environments.

From start to finish, design and integration to maintenance and monitoring we equip your data center with the strength and resiliency to keep your facility up and running... always.

For your FREE Guide, *The Seven Steps to Extremely Reliable Infrastructures*, call 877-654-9662 or visit www.lee technologies.com/lifeline.



877-654-9662
www.lee technologies.com

12150 MONUMENT DRIVE, SUITE 150
FAIRFAX, VA 22033
703-968-0300 ext. 125 • FAX 703-654-3680

WASHINGTON, D.C. • BALTIMORE • RICHMOND • ATLANTA • LOS ANGELES

All products or company names listed are trademarks and trademarks of their respective holders.

THE NORTHERN VIRGINIA TECHNOLOGY COUNCIL
2214 ROCK HILL ROAD
SUITE 300
HERNDON, VA 20170
WWW.NVTC.ORG
(HOSTED BY PATRIOTNET)



**THIS IS YOUR LAST EDITION OF
THE VOICE OF TECHNOLOGY!
RENEW YOUR MEMBERSHIP TODAY!**

PRESORTED STANDARD
US POSTAGE PAID
MERRIFIELD VA
PERMIT# 2453