the voice of technology

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

The Value of Membership

March/April 2005

NVTC

northern virginia technology council magazine

9th Annual Greater Washington

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March/April 2005
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Virginia's Center for Innovative Technology www.cit.org

PAINT THE TOWN with technology

Don't miss your chance to paint your town with technology at NVTC's Spring Banquet!

Featuring Keynote Speaker:
Paul Wolfowitz, Deputy Secretary, U.S. Department of Defense

April 13, 2005

5:00 pm Registration & Networking Reception 6:30 pm - 9:15 pm Dinner & Program
Hilton McLean 7920 Jones Branch Dr. McLean, VA

Register at www.nvtc.org.

Platinum Sponsor:

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Sponsorships are available!
Please contact Tarin Heilman at 703-904-7878 x230 or via email at theilman@nvtc.org.

MESSAGE FROM THE BOARD

This edition of *The Voice of Technology* is dedicated to the fulfillment of NVTC's most important mission: providing value to you, the members, and increasing the return on your investment in membership. As a charter member of NVTC, I have watched the organization mature and expand by staying focused on helping our members in numerous ways.

Although we are engaged in a wide variety of technology-related products and services, there are also many similarities. Our members strive:

- To grow their companies and increase their success;
- To increase their knowledge and business acumen and implement best practices;
- To improve their marketing channels, customer base, and identify potential partners;
- To attract, improve, and retain top quality employees; and,
- To maintain Virginia's leadership position in the world technology community and improve the economic and legislative environment locally to maintain our edge over other regions.

Through *The Voice*, the @nvtc weekly eNewsletter, and the NVTC Web site (www.nvtc.org), you will be informed of events and opportunities, and educated about emerging issues of concern to the technology community. These communication efforts are your link to maximizing the value of your NVTC membership and should be shared with everyone within your organization.

Our committee meetings, Titans of Technology breakfast series, and special events like the banquets or golf tournaments are great forums for networking and developing relationships that can help grow your business. These events are an excellent opportunity to build awareness of your company and raise awareness of your capabilities through various sponsorship packages.

The staff of NVTC can be your ambassadors to learning more about how to benefit from your membership. Which committees can you join to achieve your company's goals? Which event sponsorships will help you reach the right audience? How can you locate teaming partners or customers from within our membership? How can you learn about trends in government purchasing and procurement procedures? NVTC staff, the NVTC Board, and committee chairs and members are all committed to helping you gain the most from your membership.

NVTC builds benefits around the needs of our members. We focus on those requirements common to the greatest number of members, and develop products or services that might not otherwise be available to a member company. Whether it is our RiskNet program for business insurance; BeneNet for employee benefit and retirement plans; or the Member Advantage vendors, we continue to develop forums to help our member companies to achieve their business objectives more efficiently.

An important role NVTC plays is in guiding state and federal legislation that can have a dramatic effect on the success of your company. We help to educate legislators on technical issues, as well as provide direct access to key executives of leading companies.

On behalf of the NVTC staff, the Board of Directors, and all of our committee volunteers, I thank you for your membership in and support of the Council. We will listen to your needs and lead the organization forward to continue producing excellent value for your time and investment.

John Love

John Love
NVTC Board Member
Executive VP & Managing Director, AH&T Technology Brokers

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BITS + BYTES

Alion Science and Technology, an employee-owned research and development company providing technology services to the Department of Defense, other government agencies, and commercial customers, has been awarded a five-year contract for operational support services to the U.S. Air Force. The contract is valued at approximately $40 million and supports U.S. Central Command Air Forces' contingency mission requirements, including Operation Enduring Freedom (Afghanistan), Operation Iraqi Freedom, and the ongoing Global War on Terrorism. Alion will provide specialized technical and managerial expertise across almost every major functional area including personnel/manpower, intelligence, air defense, training, planning, logistics, policy, security, communications, force protection and operation of USCENTAF's 24/7 Operations Center. www.alionscience.com. ■ **Apogen Technologies** has appointed **Thomas Ragland** as a Vice President and Deputy General Manager, Homeland Security Group. Ragland formerly served as the Director of Operations for Secretary Tom Ridge at the U.S. Department of Homeland Security).www.apogentech.com. ■ **Advanced Technology Systems, Inc**. (ATS), a provider of information technology systems and solutions for government and commercial clients, has opened a new office in Honolulu, HI, serving the Hawaii/Asia-Pacific region. The new office will focus on meeting demands for homeland security solutions; physical security systems; U.S. Department of Defense (DoD) engineering, technical, and operations support; and network/data telecommunications in the Hawaii/Asia Pacific market. www.atsva.com. ■ **Flight Explorer**, a provider of Internet-based, real-time global flight tracking information, reporting and display products, announced the arrival of Flight Explorer VIP Advisor, a service that any aviation-related company can use to send a personalized email automatically to a client(s) that includes a link to a graphic display of an aircraft's location. The easy-to-use graphical interface allows the user to set up one or even hundreds of e-mails to be sent automatically upon an aircraft's departure, arrival or a specific number of minutes prior to

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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.

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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

departure or arrival. www.flightexplorer.com. ■ **Global Internetworking, Inc.**, (GII), a facilities-neutral network solutions provider, announced the promotion of **Todd Vecchio** as its new President and the hiring of **John Hendler** as Vice President of Sales. Vecchio is a co-founder of Global Internetworking and previously served as its Executive Vice President of Sales. As President, he is charged with implementing GII's operational plans. Vecchio has more than 12 years of telecommunications industry experience. Hendler, with 25 years of telecom sales and sales management experience, assumes Vecchio's previous position as head of sales. www.globalinternetworking.com. ■ **Reliable Integration Services**, a network integrator serving commercial and government markets, announced that **Carolyn K. Manetti** has joined the organization as Vice President of Federal Services. Manetti brings over 25 years of experience in IT, including systems integration, program operations and project management. www.ris.com. ■ **SRA International, Inc.,** a leading provider of information technology services and solutions to federal government organizations, announced that it has been awarded a competitive task order by the U.S. Department of Justice to provide database management systems and services to the U.S. Trustee Program (USTP). The task order, awarded under the Information Technology Support Services-3 contract, has an estimated value of $24.6 million over seven years if all options are exercised. USTP is the component of the Justice Department that enforces the nation's bankruptcy laws and regulations. SRA services will include system design, development, administration, and testing; database management; application support; and information security. www.sra.com. ■

Your membership in NVTC provides a host of valuable opportunities for your company. Becoming a member is only the first step.

"The more you participate with your NVTC membership the more value you will receive. Get active, get involved, and you will quickly see the return on your dues investment."

Sudhakar Shenoy
Chairman and CEO, IMC
Chairman of the Board, NVTC

GET NVTC THE COMPETITIVE EDGE

NETWORKING

VALUE

TOOLS

COMMUNICATIONS

NETWORKING

NVTC's events provide unbeatable networking opportunities

Events

With over 110 premier networking and educational events each year, you can meet your peers, make valuable business contacts, and stay current with the growing Northern Virginia technology sector.

Ranging from small committee events with fewer than 100 attendees, to our fall and spring banquets with headliner speakers and over 1,000 in attendance, the networking opportunities and business connections alone that can be made through NVTC are worth your dues investment. Come to our quarterly Titans of Technology breakfasts and hear the latest from industry leaders. Our Human Genome Party, Member Mixers, CFO Awards Banquet, and bi-annual golf tournaments will provide you with the information and contacts you need to succeed in the ever-evolving technology sector.

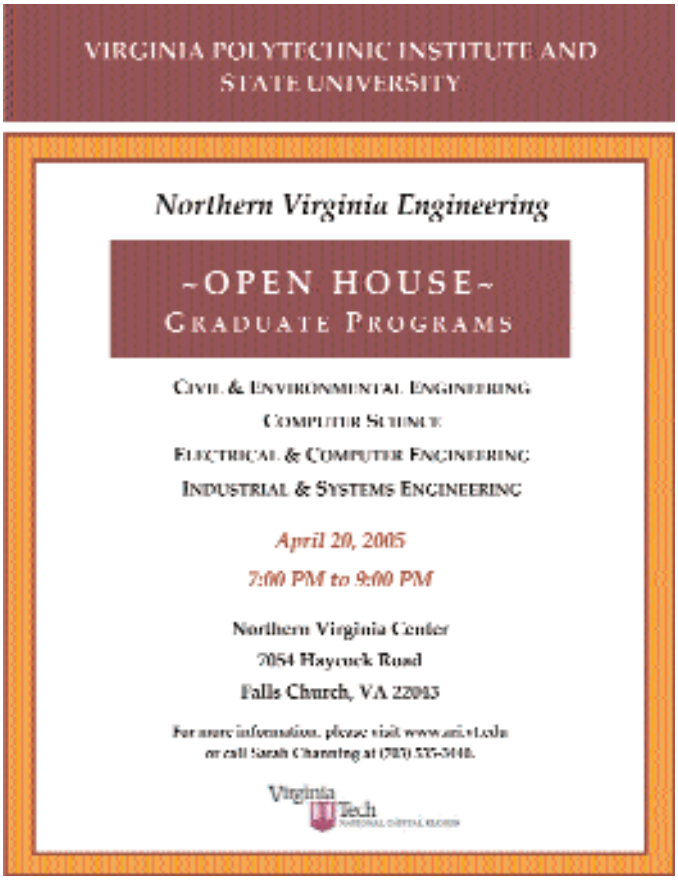
Many events are free for members, and for those events that do have a registration fee, members always receive a substantially discounted rate. NVTC's event calendar is published bi-monthly in our *Voice of Technology*, is updated daily on our Web site at www.nvtc.org, and is sent out to members weekly in the eCalendar.

Committees

Committee activities bring you closer to industry experts, potential customers, and your colleagues. It's a fact that people tend to do business with people they know. Participating on any of NVTC's committees is a great way to get to know the right people as well as keep current on advances in our industry. With 17 different committees ranging from Nanotechnology to Business Development to IT & Telecom, there's something for everyone.

As a member of NVTC, participation on committees is free and open to all employees of your company. Each committee meets regularly – utilizing discussion panels and forums, guest speakers and special presentations – and many host their own industry-specific events. All committee events are preceded by a networking session and many committees have their own section on the NVTC Web site where members can see at a glance current committee information. Additionally, each committee has access to a powerful tool, *eCommunities*, that facilitates communications between committee members and provides an online forum for discussions.

To find out more about any of our 17 committees, visit our Web site www.nvtc.org or contact committees@nvtc.org.



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Information Technology & Telecommunications
International
Membership & Benefits
Nanotechnology
Security
Workforce

VALUE

NVTC's member benefit programs and services deliver first-rate value

BeneNet

Keep your employees happy and healthy with competitive benefit packages, including health insurance, at low member rates. Affordable options are available for companies of all sizes: from two-person start-ups to well-established businesses with thousands of employees. *For more information about BeneNet, please contact Brent D'Agostino with AH&T at bdagostino@ahtins.com or 703.777.2341, or visit http://nvtc.benenet.net.*

Retirement plans offered through The Principal Financial Group can help your employees save for the future and help your company to attract and retain a top performing staff. Our approach to meeting your retirement plan needs gives you outstanding service and local support, investment strategies backed by over a century of financial expertise, and some of the lowest plan fees around. As a member, you will get a discount for being an NVTC member, the benefit of nearly 60 years of experience servicing retirement plans, a variety of plan sponsor services to help you manage your plan, help communicating and educating your employees about your plan, and a diversified package of competitive investment options. *For more information, please contact Jim Maulfair, Director of Financial Services, AH&T at 703.669.1122 or jmaulfair@ahtins.com or sign up directly at www.impact401k.com.*

RiskNet

Get the right business insurance coverage, tailored to your company's needs, at the right price. RiskNet is the business insurance and risk management portal for NVTC membersl. Members can access a full range of business insurance products from leading insurance companies for the technology industry, as well as risk management advice and support from industry experts. *For more information check out http://nvtc.risknetnet.net or contact Brent D'Agostino with AH&T Technology Brokers, NVTC's Managing Partner, at bdagostino@ahtins.com or 703-777-2341.*

Public Policy Advocacy

NVTC closely monitors and actively represents the interests of Northern Virginia's technology community on public policy issues at the state, local, and national level through NVTC's Government Affairs Committee. NVTC has consistently promoted pragmatic, effective technology policymaking, and has enjoyed a tremendous amount of success related to science and technology education, workforce development, Internet governance and e-government, promotion of entrepreneurship, quality of life enhancements and important tax policy and economic development initiatives.

TechPAC, NVTC's state-level Political Action Committee, enhances NVTC's policy advocacy efforts by educating candidates for state office about Virginia's technology industry and our policy priorities and by supporting candidates for office who champion technology and good technology policy.

NVTC keeps its members apprised of technology initiatives during the General Assembly through LegLink, our weekly e-mail public policy update.

For more information about NVTC's public policy advocacy activities and priorities, contact publicpolicy@nvtc.org.

Community Outreach

The NVTC Foundation was founded as a charitable 501(c)(3) organization to encourage and facilitate the efforts of NVTC member companies to give back to the community. The Foundation specifically looks for community initiatives based in Northern Virginia that include technology as an important component in their mission.

For more information about the NVTC Foundation, please visit the Foundation Web site at www.nvtcfoundation.org or send an e-mail to foundation@nvtc.org.

Member Advantage

NVTC's Member Advantage Program provides money-saving discounts on a wide variety of valuable products and services offered by fellow NVTC members. Discounts are available to NVTC members on products and services including online surveys, access to government business opportunities, and telecommunications services. *For more information on how to take advantage of some of the great discounts available to you through Member Advantage, or how to become a preferred Member Advantage provider, please visit the Benefits section of NVTC's Web site at www.nvtc.org or send an e-mail to membership@nvtc.org.*

APT IMPACT

Reduce caller frustrations, annoyances and hang-ups while cross-selling products and services with APT Impact's on-hold message service.

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10% discount on annual subscriptions to Zarca Interactive's customized online survey solutions.

TOOLS

Get the tools you need to grow your business and achieve your goals

Online Membership Directory

Members receive a free listing in and access to this powerful tool. Updated daily, the online directory is a great resource.

Career Center

Tap directly into a talented and diverse pool of qualified candidates. NVTC members can post job openings for 2 months for only $50.

To access the Career Center visit www.nvtc.org and click on "regional job center."

The Entrepreneur Center @NVTC

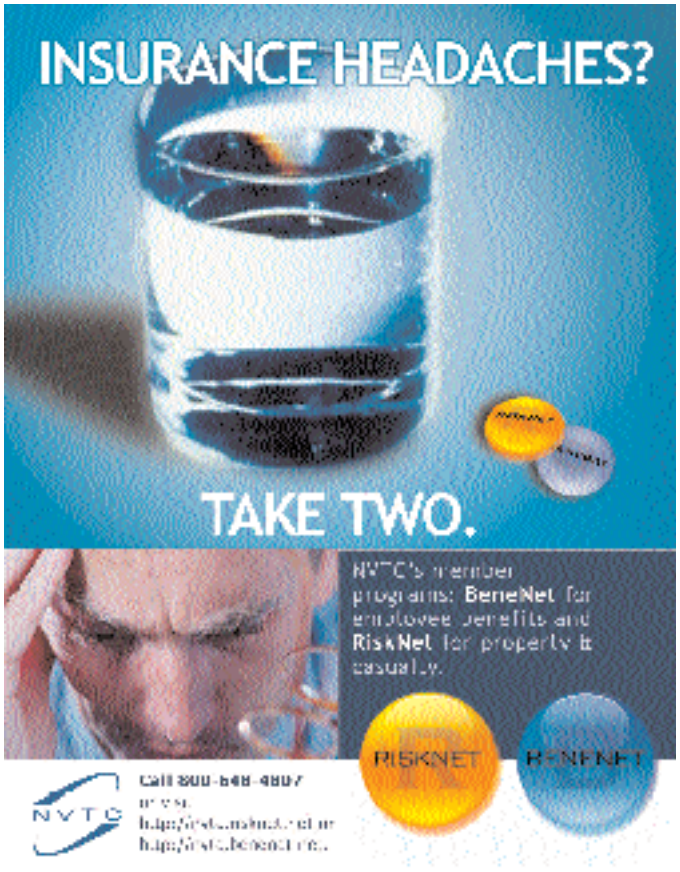
The Entrepreneur Center @NVTC provides a hub of resources for the entrepreneur at every stage of the lifecycle – from fostering entrepreneurship in students to mentoring the first-time entrepreneur, advising the returning entrepreneur, and engaging the seasoned entrepreneur in venture philanthropy.

Visit the Entrepreneur Center online at http://tec.nvtc.org or for more information contact entrepreneurs@nvtc.org.

Global Business Connections

Northern Virginia is a global technology center. NVTC connects you to international business opportunities, keeps you current on global trends in technology policy, and promotes the Northern Virginia technology community to an international audience.

For more information about NVTC's trade missions, visiting delegations and dignitaries, and other international initiatives please e-mail international@nvtc.org.



COMMUNICATIONS

Solid and strategic marketing can help you stay ahead of your competition

Promoting Your Company

Marketing and branding to your target audience is an important component of a successful company. Experienced staff will work with you to develop a personalized sponsorship and advertising package that matches your needs and priorities. Get your name associated with some of the hottest events in town. Opportunities are available to fit any budget from $250 to $30,000.

For more information please e-mail sponsorship@nvtc.org or advertising@nvtc.org.

Staying Informed

Stay current on NVTC and technology community developments and trends. NVTC's *Voice of Technology* magazine, eCalendar, and eNewsletter will keep you up-to-date. Subscriptions to these publications are included with your membership at no additional cost. To make the most of your membership make sure your employees take advantage of all we have to offer.

To add more employees of your company onto your membership roster, please e-mail membership@nvtc.org.

www.NVTC.org

NVTC's Web site is a great resource for information about the region, and will keep you up-to-date on NVTC's programs and initiatives.

Some benefits of membership, including access to the interactive online membership directory and streamlined event registration, are enabled with a member login and password. Don't have a login and password yet? Send an e-mail to login@nvtc.org.

NVTC

NORTHERN VIRGINIA TECHNOLOGY COUNCIL

www.nvtc.org

AH&T INSURANCE

www.ahtins.com

WASHINGTON BUSINESS JOURNAL

www.bizjournals.com/washington

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ST PAUL TRAVELERS
www.stpaultravelers.com/technology

AMERICA Online
www.aol.com

The 2005 NVTC Techtopia Map is now online at www.techtopiavirginia.com. For information about how to put your company on the 2006 map, visit www.nvtc.org

NVTC CALENDAR OF EVENTS

Northern Virginia's Premier Events for the Technology Community

MARCH

March 3 — **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; DLA Piper Rudnick Gray Cary US LLP; Ernst & Young; Wilson Sonsini Goodrich & Rosati.**
Presented by NVTC's Capital Formation Committee

March 8 — **eBusiness Morning Forum**

7:30 am Registration; 8:00 - 9:30 am Program
SAIC Conference Center, 1710 SAIC Drive, McLean, VA
No Charge for Members / $35 Non-Members
Platinum Sponsor: **SAIC.** ***Gold Sponsor:*** **Radware, Inc.**
Presented by NVTC's eBusiness Committee

March 10 — **Titans of Technology Breakfast**

Featuring Mike Laphen, President and Chief Operating Officer, CSC
7:00 am Registration; 8:00 - 9:15 am Program
Hilton McLean, 7920 Jones Branch Drive, McLean, VA
$50 Members / $80 Non-Members
$450 Member Table of 10 / $800 Non-Member Table of 10
Signature Platinum Sponsor: **Computer Associates.** ***Platinum Sponsors:*** **George Mason University School of Management; IBM; Invest Northern Ireland.** ***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.**

March 11 — **Goundhog Job Shadow Day**

Approximately 150 volunteers from NVTC member companies host high-school students for a day.
Location: NVTC Member Company Offices
Exclusive Sponsor: **The Johns Hopkins University HeadsUP Summer Engineering Program for High School and Early College Students**

March 15 — **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.** ***Event Sponsor:*** **Enterprise Business Law Group LLC.** ***Location Sponsor:*** **Grant Thornton.**
Presented by NVTC's Emerging Business Network Committee

March 17 — **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

March 18 — **Business Development, Marketing & Sales Forum**

7:45 am Registration; 8:00 - 9:30 am Program
Pillsbury Winthrop Conference Room
1600 Tysons Boulevard, McLean, VA
$35 Members / $70 Non-Members
Platinum Sponsors: **Acquient Search; INPUT.** ***Gold Sponsors:*** **St. Paul Travelers; Gibbs College.** ***Silver Sponsors:*** **Business Wire; LeapFrog Solutions.** ***Event Sponsor:*** **Deltek Systems.** ***Location Sponsor:*** **Pillsbury Winthrop LLP.**
Presented by NVTC's Business Development, Marketing & Sales Committee

March 29 — **4th Annual Human Genome Party**

6:00 - 8:00 pm Networking and Program
The Ronald Reagan Building and International Trade Center Rotunda
1300 Pennsylvania Avenue, NW
Washington, DC
$35 Members / $70 Non-Members
Platinum Sponsors: **Kenyon & Kenyon; Grubb & Ellis.** ***Gold Sponsor:*** **Wilmer Cutler Pickering Hale and Dorr LLP.**
Silver Sponsor: **IMC, Inc.**
Presented by NVTC's BioMedTech Committee

REGISTER AT:

www.nvtc.org
hosted by PatriotNet

NVTC CALENDAR OF EVENTS

Northern Virginia's Premier Events for the Technology Community

APRIL

April 6 — **Business to Government (B2G) Committee Event**

8:30 am Registration; 9:00 - 11:00 am Program
Hilton McLean, 7920 Jones Branch Drive, McLean, VA
$35 Members / $70 Non-Members
Gold Sponsors: **Aronson Capital Partners; Dickstein Shapiro Morin & Oshinsky LLP; INPUT.** ***Silver Sponsors:*** **GTSI ; Morrison & Foerster LLP; Panacea Consulting, Inc.; Venable LLP; Vistronix.**
Presented by NVTC's Business to Government (B2G) Committee

April 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; DLA Piper Rudnick Gray Cary US LLP; Ernst & Young; Wilson Sonsini Goodrich & Rosati.**
Presented by NVTC's Capital Formation Committee

April 13 — **Paint the Town with Technology NVTC's Spring Banquet**

Featuring Paul Wolfowitz, Deputy Secretary, U.S. Department of Defense
5:00 - 6:30 pm Networking Reception; 6:30 - 9:15 pm Dinner & Program
Hilton McLean, 7920 Jones Branch Drive, McLean, VA
$195 Members / $295 Non-Members
$1,900 Member Table of 10 / $2,900 Non-Member Table of 10
Platinum Sponsor: **Howrey Simon Arnold & White, LLP.** ***Reception Sponsor:*** **Apogen Technologies, Inc.** ***Gold Sponsor:*** **CGI-AMS.** ***Silver Sponsor:*** **Updata Capital.** ***Bronze Sponsors:*** **AH&T Technology Brokers; PeakeDelancey.** ***Media Sponsor:*** **Federal Computer Week.**

April 19 — **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.** ***Event Sponsor:*** **HyperOffice.** ***Location Sponsor:*** **Grant Thornton.**
Presented by NVTC's Emerging Business Network Committee

April 26 — **Aerospace Committee Event**

7:30 am Registration; 8:00 - 9:30 am Program
$35 Members / $70 Non-Members
Gold Sponsor: **Wiley Rein & Fielding LLP.** ***Bronze Sponsor:*** **Fortivo.**
Presented by NVTC's Aerospace Committee

April 27 — **Security Committee Event**

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: **Radware.** ***Location Sponsor:*** **SAIC.**
Presented by NVTC's Security Committee

April 29 — **Business Development, Marketing & Sales Forum**

7:30 am Registration; 8:00 - 9:30 am Program
Pillsbury Winthrop Conference Room
1600 Tysons Boulevard, McLean, VA
$35 Members / $70 Non-Members
Platinum Sponsors: **Acquient Search; INPUT.** ***Gold Sponsors:*** **St. Paul Travelers; Gibbs College.** ***Silver Sponsors:*** **Business Wire; LeapFrog Solutions.** ***Location Sponsor:*** **Pillsbury Winthrop LLP.**
Presented by NVTC's Business Development, Marketing & Sales Committee

Save the Date:
TITANS OF TECHNOLOGY BREAKFAST

May 18, 2005
7:00 am Registration and Networking
8:00 - 9:15 am Program

Featuring Keynote Speaker:
Kenneth C. Dahlberg, Chairman, CEO and President, SAIC

Letter from Baghdad

NVTC is pleased to publish a series of updates from Iraq. Jim LeBlanc, former NVTC Board Member and NVTC International Committee Chairman, has been in Baghdad since September 2004. Jim is 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.

Well it happened. And the Iraqis did it. They proved to the world, to the insurgents, and most importantly to themselves, that they would go unbowed to the polls. It was not without sadness but they still went: by the millions. As mentioned in my last letter, we had sincerely felt given our ongoing work with Iraqi political parties, civil society groups, and political leaders, that there was an untold, positive story brewing under the radar screen. We dared to hope and believe when all you saw or read in the international media was of death, mayhem and chaos every day.

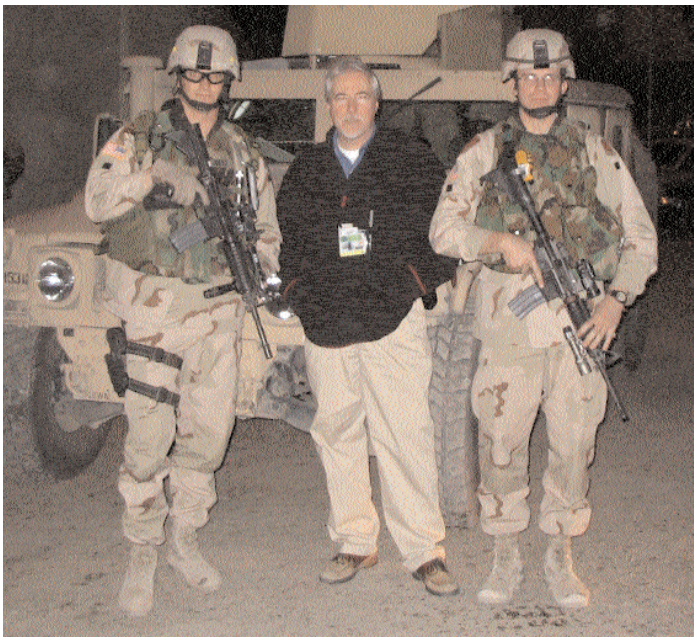
Election Day in Iraq was a glorious day for all of us. The stories coming back to us from the close to 10,000 Iraqi domestic monitors we trained and the tears of our local staff who voted and fed back real time information via cell phones were breathtaking. What really brought it home, though, is that despite the high security risk, a number of us actually left our compound to visit some polling stations in Baghdad as accredited international monitors, about the only ones in the country to do so. Once through all the security checkpoints, walking the street leading to the polling stations with Iraqis smiling and waving and laughing on their way to vote was awe-inspiring. Despite explosions going off around us they continued and would not be stopped. Proudly and with defiance, they showed us their ink-stained fingers as proof that they not only wanted change – they were demanding it by putting their very lives on the line to get it. There are so many stories of such Iraqi courage and commitment that it has truly changed my life being here.

The elections were not free of logistical problems and irregularities. Some polling centers did not open while others opened late in the absence of polling staff members or essential materials. In its first official monitoring report, our Election Information Network (based on observations done in some 5,587 polling stations and 2,871 polling centers throughout Iraq) pointed to irregularities in particular in and around Mosul. For security reasons, the Iraqi Election Commission (IECI) also did not open a number of polling centers in and around Mosul, indirectly preventing thousands of other voters to vote, most noticeably in areas home to large pockets of Christian residents. Again for security reasons, in the governorates of Ninawa (Mosul), Diyala, Salah-al-Din and Tameem (Kirkuk) the counting process was in some cases delayed and did not take place in polling centers but on army bases, although in the presence of party agents and domestic monitors.

However, based on the observations of our domestic election monitors, the process overall seemed well-organized, incorporating repeated checks considerably reducing the possibility of errors and fraud. They also deemed that there were no overall systemic irregularities and that the election met all basic international standards.

Now to a large extent comes the really tough part. With the beginnings of freedom comes responsibility. They are starting to take back control of their lives – from the U.S.-led Coalition and from the insurgents – but they have a long and still treacherous road ahead of them. The insurgency will not stop because of one day of defiance by millions of Iraqis; it will take hundreds and thousands of similar days. What January 30 did was cut the moral and political underpinnings out from under those completely opposed to a democratic, stable Iraq. Even many of those political parties that boycotted the elections have now realized it may have not been in their best interest to do so as they now may be at great risk of being politically marginalized in the transitional government as it debates and drafts a new constitution.

Formal Christmas Dinner Attire



More new friends in the 1st cav

The post-election period has also been characterized by repeated meetings and declarations calling for a national reconciliation among all political forces, including those outside of the newly elected Parliament. These efforts were mostly led by the dominant United Iraqi Alliance which has repeatedly asserted its desire to include minority groups, including Sunni forces, in the constitutional process. As an additional gesture for Sunni inclusion, it is highly likely that a Sunni will be placed as Head of Parliament or President. Clearly, senior members of the Alliance are attempting to reassure the Iraqi minorities, such as the Sunni community, that the Shi'a dominance of Parliament does not mean they will be marginalized. At the same time, the Shi'a Alliance might contribute to the marginalization of insurgents by further reducing public support for their violent tactics.

The UIA completed several days of internal deliberations about who its nominee for Prime Minister would be and agreed unanimously to put forward Dr. Ibrahim Jafaari. Dr. Jafaari is a well-known, well-respected politician who is expected to pursue a moderate constitutional agenda that secures political enfranchisement for Iraq's Shi'a majority, with strong human rights protections. He is referred to by Kurds, Sunnis and secular democrats as "someone they can deal with."

The deliberations were not without contention, however, as Shi'a politician Ahmed Chalabi continued his lobbying campaign for his candidature for Prime Minister until it became obvious that he lacked the votes to win. Dr. Chalabi is the founder and head of the formerly U.S.-backed Iraqi National Congress (INC), an umbrella organization of political groups that opposed Saddam's government from exile. The 59-year-old Shiite was a favorite of the Pentagon civilian leadership and was backed by a small American-funded army called the Free Iraqi Forces. Chalabi has become a controversial figure in recent months as allegations of corruption and possible espionage involving the government of Iran have surfaced.

Sunni / Kurdish / Secular Democratic Coalition

Although this coalition lacks the majority of seats in the Transitional National Assembly, it has among its members the current Prime Minister, Dr. Iyad Allawi, who has not given up hope of being re-elected Prime Minister. The only reasonable scenario in which Allawi becomes Prime Minister would be if Chalabi were to defect from the Shi'a Coalition and join the Kurds and Secular Democrats. This most likely would effectively end his political career, as his strongest following is among the Shi'a who believe he will support an aggressive de-Baathification effort in government and the constitutional process, which he could not easily do in a coalition with Sunni parties. In addition, he has a long history of strained relations with Prime Minister Allawi.

Other public statements were made to reassure Kurds that their autonomy will not be threatened, and Shi'a leaders, including Sistani himself, have at the same time attempted to placate concerns of secular and non-Shi'a citizens, stressing that they were not requesting "that the new constitution of the country be based on the Islamic Sharia alone."

Such is the state of play in the democratization of Iraq whose impact is already being felt in Egypt, Lebanon, Palestine, Jordan and other Middle Eastern countries. Stay tuned and hold on; it's going to be a wild ride. ■

New Year's Eve in our "Bunker" with friends

NVTC NewsLINK

Dr. J.P. (Jack) London of CACI Joins NVTC Board of Directors

The Northern Virginia Technology Council has named Jack London, Chairman of the Board, President, and Chief Executive Officer of CACI, International, Inc., as a member of its Board of Directors.

"We are delighted to have Jack join our Board and bring his broad experience in the local technology community to NVTC," said Bobbie Kilberg, NVTC President. "NVTC is the voice of the technology community in Northern Virginia, and Jack will be instrumental in helping us advance our mission."

Chairman of the Board since 1990, Dr. London first joined CACI as a program manager in 1972. He advanced to vice president in 1976, and by 1982 was a division president, managing CACI's extensive work in systems engineering, logistic sciences, and advanced information systems. Having been elected to CACI's Board of Directors in 1981, Dr. London was appointed President and Chief Executive Officer in 1984. As a "hands-on" CEO, he was the architect of CACI's operational turnaround in 1984-85 for both revenue and profit growth.

NVTC Board Member Appointed Vice Chairman of American Red Cross

Todd Stottlemyer, CEO of Apogen Technologies and NVTC Vice Chairman of the Board, has been appointed vice chairman of the American Red Cross of the National Capital Area. In this role, he will contribute to the ongoing development of the board and the organization by helping to set and execute fundraising strategy and goals as well being a Red Cross advocate in the larger community. Stottlemyer has been active in the Red Cross for several years. "I am committed to the goals of the American Red Cross as they strive to serve the greater community with critical services," he said. Stottlemyer is also a board member of the INOVA Health Systems Foundation.

Technology Pioneers Honored with ACM Turing Award

Northern Virginia technology pioneers Vinton Cerf of MCI and NVTC Board member Robert Kahn of the Corporation for National Research Initiatives, have been awarded the unofficial computing industry 'Nobel Prize' – the ACM Turing Award – for pioneering work on the design and implementation of the internet's basic communications protocols.

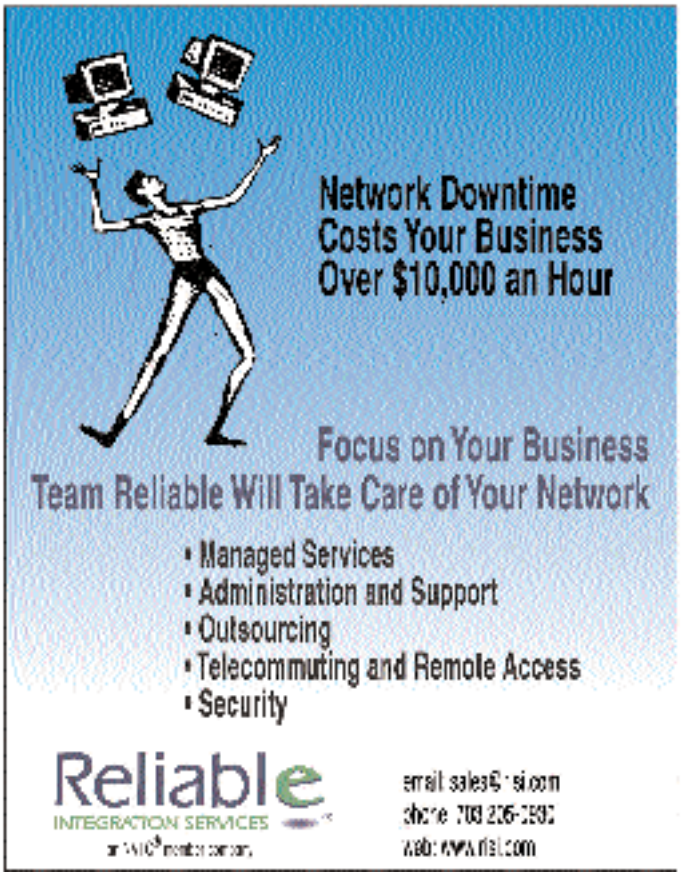
The honor was made by the Association for Computing Machinery, in recognition of the pair's work developing TCP/IP, the protocol that made the Internet possible by enabling computers in diverse environments to communicate with each other.

Cerf joined Kahn in 1973 to work on a Defense Advanced Research Projects Agency (DARPA) project to link three independent networks into an integrated "network of networks."

They sought to develop an open architecture model for heterogeneous networks to communicate independent of individual hardware and software configuration, with sufficient flexibility and end-to-end reliability to overcome transmission failures and disparity among the participating networks.

Their collaboration led to the realization that a 'gateway' (now known as a router) was needed between each network to accommodate different interfaces and to route packets of data.

The Turing Award was first given in 1966, and is named after British mathematician Alan Turing. It carries a $100,000 prize, with financial support provided by Intel. ■



NVTC Business Partner Profile

CIT

Virginia's Center for Innovative Technology (CIT)

CIT serves the Commonwealth of Virginia by accelerating the development of the next generation of technology and technology companies. Acceleration enables Virginia to establish and maintain a leadership role in the global technology economy.

Two initiatives offer particular opportunities for involvement with the Northern Virginia technology community:

Institute for Defense and Homeland Security
IDHS is a consortium of university, industry and federal R&D partners dedicated to delivering science and technology solutions in response to national defense and homeland security requirements. IDHS will conduct research and development, education, and technology transition at member institutions and firms, with an emphasis in the fields of telecommunications, biodefense, sensor systems, risk management, crisis management, and remote presence. Industry consortium members will commercialize technology and develop solutions that support rapid deployment of advanced technology and new capabilities.

Access to Capital
Recognizing the role that private equity investment plays in the initiation and growth of high-tech enterprises, CIT's Capital Access Program and Growth Acceleration Program (GAP) fund target Virginia companies with a high potential to benefit from early-stage financial investment. In addition to making up to $100,000 available for seed-stage technology development, services include in-depth business plan review and guidance, market research, executive team development and mentoring, business plan development and strategic partnering assistance, and presentation coaching.

This year, CIT reaches its 20-year milestone as a national leader in technology-based economic development. These 20 years of programs and services have built the foundations for many of Virginia's technology companies, R&D facilities, and technology communities. CIT's vision for the future continues a tradition of high-value return on the Commonwealth's investment. ■

www.cit.org

VIRGINIA'S CENTER FOR INNOVATIVE TECHNOLOGY

Profiles in Giving

NORTHERN VIRGINIA TECHNOLOGY COUNCIL
NVTC FOUNDATION

Daniel J. Gonzalez, Executive Vice President & Managing Director, Scheer Partners

Dan is responsible for overseeing the Scheer Partners, Inc., Virginia office. He has over 12 years of extensive commercial real estate service experience managing and executing complex projects consisting of strategic planning/consulting, acquisition, restructuring, financing, and disposition. Dan has completed over 4 million square feet of national and international transactions with a cumulative value of in excess of $2.5 billion dollars.

Dan is a member of the NVTC Executive Committee and Board of Directors. He is also a Founder and Trustee of the NVTC Foundation. Dan was a founding board member of the Washington D.C. Technology Council. In 2002 Dan was appointed by Virginia Governor Mark Warner to the Virginia Biotechnology Advisory Board developed to foster biotech investment within Virginia. In 2004 Dan was appointed to the Virginia Joint Commission on Technology & Science (JCOTS) Nanotechnology Advisory Committee and to the board of the Virginia Biotechnology Association.

Dan received his MBA from Johns Hopkins University with a focus on finance and decision science. He received his Bachelor of Science from Old Dominion University. He resides in McLean, Virginia with his wife and two children.

Scheer Partners

Scheer Partners' Dan Gonzalez was a founding trustee of the Northern Virginia Technology Council Foundation and serves as an officer of its Board of Directors.

Dan has personally committed $25,000 to the Foundation and has raised thousands more, recently founding the Tysons Texas Hold'em event to raise money for the Foundation. The inaugural event in November 2004 raised $5,000 and we have a fundraising goal of $15,000 for the next event.

Dan says, "I believe our region is a premiere technology community. In order to further that claim we must reinvest in our community. The Foundation supports programs that influence our future workers and innovators from college to elementary school. My daughter and son will one day be a part of the community."

"The best way, in my mind, to increase the probability of future success is to invest in your community. We all benefit from the success of the technology sector in some way, and it is important that we do our share to ensure that such success is there for future generations." ■

BearingPoint's Rod McGeary on What it Takes to Promote Economic Stablility in Emerging World Economies

On February 9, NVTC hosted its first Titans of Technology breakfast for 2005. After a brief presentation by special guest speaker Eugene J. Huang, Secretary of Technology, Commonwealth of Virginia, who encouraged the technology community to continue its work to promote the state as a global technology center, the featured speaker, Roderick C. McGeary, Chairman and CEO of BearingPoint, Inc., was introduced.

McGeary focused on his company's work to provide positive change in emerging, transitional, and post-conflict economies around the world. Citing BearingPoint's successes in Bosnia, Montenegro, Kosovo, Afghanistan, Serbia, Sudan, and most recently Iraq, McGeary said that companies have to 'think out of the box' to be successful in these emerging markets. He explained that BearingPoint's primary mission is to stabilize and rebuild these emerging economies, often from the ground up. This mission, in addition to promoting the production and regulation of basic utilities like water and electricity, includes establishing a central banking system and branch banks, and helping to create government bodies and educational systems. For countries that have no IT backbone, providing technical advice and a 'blueprint' for technology is part of the mission as well..

McGreary discussed the particular challenges of working in Iraq: a volatile environment, the logistics of housing, food, transportation and security, poor information and communications systems, outdated technology, coordination with the multiple military and other international organizations, and the lack of political unity in the country. Despite these challenges, BearingPoint managed a highly successful currency exchange process, managing the delivery and distribution of 27 727s full of money and the exchange of this new money for old money. In the course of one week, the exchange was complete and the black market currency was virtually eliminated. BearingPoint also implemented a Financial Management Information System (FMIS) to manage cash and budget expenditures; participated in the drafting the Transitional Administrative Law (TAL) which functions as the interim constitution for Iraq; developed a fully integrated government-wide IT strategy; re-opened the Iraqi Stock Market and Depository Agency and re-started trading; trained 3 Micro Finance organizations that extended $21 million worth of loans to Iraqi small businesses; provided assistance to small and mid-size enterprises to help them qualify for $3 million in credit; developed a 10-year master plan for the electricity sector; established an independent regulatory agency for the telecommunications sector; and developed core laws aimed at modernizing the commercial code.

Deflecting questions of a political nature, including whether the U.S. should be involved in Iraq at all, McGeary's response was simply this: that if you ask the people working 'in country', the businessmen and women who are on the ground working to create and improve these emerging economies, to a person the consensus was that these people truly believe that they are making a difference and that that in itself is something our country can truly be proud of. ■

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The Decks Are Clear

It's time again to dust off your favorite clichés. *"The big dog must eat. The table is set. Rally the troops. Tee it up. Let 'er rip. Give it your best shot. Pin your ears back. Don't fight with people who buy ink by the gallon."* In an election year for Governor, Lieutenant Governor, Attorney General and the House of Delegates in Virginia, candidates, voters and business leaders will use all these sayings and more. But choose one saying that best describes the actions just taken by the Virginia General Assembly and the challenges facing the executives and legislators of the Commonwealth in 2006 and one can easily settle on "clear the decks."

Why "clear the decks?" First, a battle metaphor always seems appropriate in a political year, especially with the entry of state Senator Russell Potts of Winchester as an independent Republican candidate for Governor in what long has been a two-man race between Lt. Gov. Tim Kaine and Attorney General Jerry Kilgore, both of Richmond. Whether Senator Potts will be a serious contender or a Ross Perot type spoiler is the prime topic for political analysts right now.

Second, the General Assembly really just cleared the decks this year of a number of budget issues left over from a three-year run of "Survivor: Virginia State Government." Paying off old transportation debts, renewing pay increases for state employees and eliminating the prepayment of sales taxes by retailers certainly are good management practices, but they don't really qualify as new initiatives that advance forward-looking agendas.

Legislators, for example, cobbled together about $850 million in one-time dollars for transportation. Dig a little deeper, however, and one finds hundreds of millions of dollars allocated to repaying transportation funds diverted to other uses in recent years, to eliminating old project deficits and to keeping projects already underway on track. Projects in Northern Virginia, such as improvements to Route 28 and I-495 and new cars for Metrorail and the Virginia Railway Express, certainly can benefit from these dollars. But the General Assembly could not agree on new transportation revenue sources going forward. Nor did the Assembly vigorously invest in the public-private partnership and rail/public transportation partnership funds its members called "promising." Promise, of course, means sometime in the future.

Even more disturbing are some of the political answers to the question of how to assemble billions in new transportation dollars needed over the next two decades. Many curiously argue that more money may be needed, but not if new revenue sources, i.e., taxes, fees or tolls, are required. That kind of thinking prompted one expert to quip that the Virginia Department of Transportation may have to be satisfied with its Six-Week Transportation Plan. Still, the decks are clear for candidates and business leaders to "Fire when ready!" on transportation needs and funding ideas in the months leading to Election Day in November.

Virginia companies and competing interests also are ready to do battle over a series of technology-driven challenges, including whether Internet telephony (VoIP) should be regulated in state, whether Virginia researchers will idly watch others elsewhere advance stem cell research, whether the state and localities will simplify and lower taxes on communications services, whether Virginia will commit to incentives for technology start-ups and whether state government will finally correct the inequity of having government contractors pay sales taxes on tangible property that ends up in the inventories of the federal government. Legislators gave these critical issues "a lick and a promise" in 2005 and took only marginal steps forward and backward, including extending a ban on expenditure of state funds for embryonic stem cell research.

Both House Appropriations Committee Chairman Vince Callahan (McLean) and Senate Finance Committee Chairman John Chichester (Northumberland) used the same adage, "Stop robbing Peter to pay Paul," before the 2005 session ended to explain how the General Assembly still needed to correct past budget policy fixes. As history explains, this reference was born of King Edward VI's appropriation of the lands of St. Peter's in Westminster to raise money for the repair of St. Paul's in London. But in the middle of a Northern Virginia-led boom in job creation and public revenue generation, 2006 should be the time St. Northern Virginia finally demands policy attention and big-time transportation dollars back from St. Commonwealth. ■

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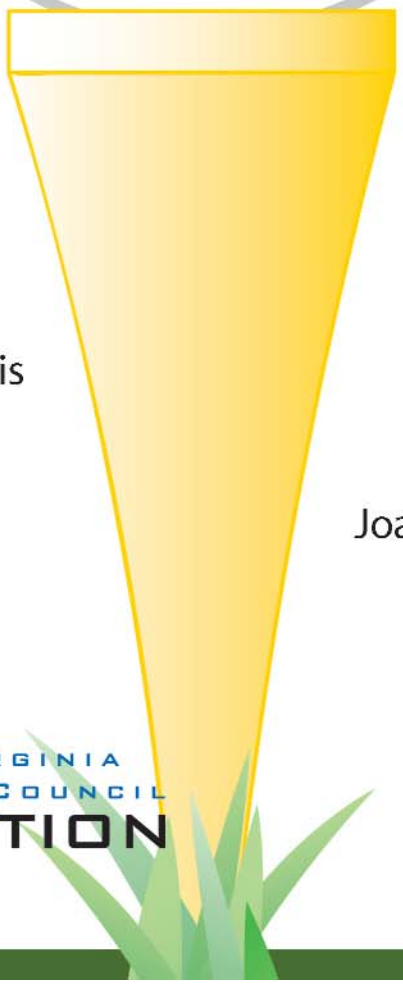

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