

2017 ANNUAL REPORT





THE PSC MISSION

PSC's mission is simple and focused: to provide unparalleled value to our members by being the leading advocate and resource for the federal professional and technology services industry. PSC is the most respected industry leader on legislative and regulatory issues related to government acquisition, business and technology. PSC helps shape public policy, leads strategic coalitions, and works to build consensus between government and industry. PSC's more than 400 member companies represent small, medium, and large businesses that provide federal agencies with services of all kinds, including information technology, engineering, logistics, facilities management, operations and maintenance, consulting, international development, scientific, social, environmental services, and more. Together, the trade association's members employ hundreds of thousands of Americans in all 50 states.

TABLE OF CONTENTS

4.....	2017 Year in Review
16.....	PSC Accomplishments
17.....	PSC by the Numbers
18.....	PSC Councils and Goals
24.....	Key Programs
30.....	Maximize Your Membership
31.....	Member Engagement Checklist
32.....	Partnerships and Community
33.....	2017 Executive Committee
34.....	2017 Board of Directors
36.....	Member Companies in 2017
39.....	Membership Application
41.....	PSC Staff

PRESIDENT'S LETTER



Members and Friends,

As always, the administration and the Congress drive federal policies, programs, and resources. PSC will continue to focus on our mission to be the leading advocate and resource for our members on these policies and programs.

For our current members, this edition of PSC's Annual Report captures some of the results of your past investment in PSC and shows what we'll do with your continued membership in 2018. The report also shows the ways that PSC provides market intelligence, policy insights, and networking to all our members. PSC has been an active advocate on your behalf with

Congress, regulations, and government procurement.

For executives who are considering joining PSC, this Annual Report demonstrates our value through our activities and our successes, facilitating key discussions, educating decision-makers, and deepening the appreciation of our industry. Additionally, it provides you an insight into our organization, our structure, our leaders and our membership.

We look forward to working with you in 2018 as we promote the value of the federal contracting industry, help the government to be a "smarter customer", improve acquisition outcomes, promote technology and innovation, help build workforces to meet future government missions, and maintain PSC as a world-class association.

Wishing you success in 2018,

David J. Berteau
President and CEO
PSC

January

SASC Professional Staff Member Addresses Government Affairs Committee

PSC hosted Bill Greenwalt, professional staff member to the Senate Armed Services Committee, during its January GAC meeting. Greenwalt provided his perspectives on the recently-passed National Defense Authorization Act (NDAA) for Fiscal Year 2017 and the accompanying conference report, and the outlook for acquisition and business policy issues for the Defense Department and its contractors in 2017 and beyond.



Annual Conference Committee Meeting

Over a casual lunch, the Annual Conference Committee gathered to discuss current business trends, the economic and federal business outlook for services, and other membership concerns that might be translated into engaging Annual Conference agenda topics. The meeting was open to all members and led by Annual Conference Committee Chair Babs Doherty, President and CEO, Eagle Ray, Inc.



USAID Inspector General Addresses Council of International Development Companies

Ann Calvaresi Barr, USAID Inspector General, spoke to PSC's CIDC to discuss the value of maintaining robust accountability and reporting mechanisms as well as the need to bring to her office's immediate attention any indications of fraud or malfeasance. PSC later arranged an extended discussion with her staff at the PSC offices.



Contract Finance and Cash Flow Committee Meeting

The January Contract Finance and Cash Flow Committee meeting discussed the OMB memo extending the authority of federal agencies to make accelerated payments to small businesses through the end of 2017, as supported by PSC, the Trump administration's regulatory and hiring freezes, and compliance cost and cost allowability issues.

DIUx Managing Partner Speaks to PSC's Defense and Intel Council

The Defense Innovation Unit Experimental's (DIUx) managing partner Raj Shah discussed defense innovation with PSC's Defense and Intel Council. He covered how DIUx works, the realized successes, and what its future is with the new administration.

2017 Leadership Summit

The 2017 Leadership Summit brought together C-Suite executives at the Historic Decatur House and Willard Hotel over two days. At this invite-only event, attendees heard from keynote speakers Admiral Paul Zukunft, Commandant of the Coast Guard and Gene Dodaro, U.S. Comptroller General. Discussion topics included the transition and priorities of the new administration, budgets, policy, and appropriations in 2017. (pg. 24)



February



Discussion with DHS Inspector General John Roth

PSC's Homeland Security Task Force met with John Roth, DHS Inspector General, to cover acquisition, information technology, and the immigration executive order. He suggested attendees read his November 2016 report entitled "Major Management and Performance Challenges Facing the Department of Homeland Security" as a compendium of recent Inspector General work.

Government Affairs Committee Meeting

The monthly meeting covered the transition agenda and focused on the range of executive actions affecting contractors, along with the burgeoning federal acquisition agenda for the 115th Congress.



Vision Strategic Planning Forum

A panel of industry strategists offered their views on how to hone corporate strategy during a period of uncertainty. This executive-level discussion focused on the major challenges facing the industry and the longer-term market impact on defense, services, and technology companies. (pg. 24)



Cate Benedetti Joins the PSC team as Vice President, Government Relations.

Health & Human Services Task Force Meeting

The HHSTF explored transition issues and the 2017 agenda during its February meeting. Members discussed opportunities to engage with CMS following their recommendations on its updated OAGM Strategic Plan. The discussion was led by Co-Chair Gail Bassin of JBS International.

Discussion with USCIS Deputy Associate Director, Management Directorate Kevin Kerns

PSC's Homeland Security Task Force hosted USCIS Deputy Associate Director, Management Directorate Kevin Kerns to engage amidst changes to the immigration system.



CIDC on the Hill

Members of the Council of International Development Companies advertised their work and mission at the Rayburn Building. They met with House Foreign Affairs Committee members Ed Royce (Chair), Eliot Engel, Ileana Ros-Lehtinen, Jason Chaffetz and Gerry Connolly.

Membership Orientation Webinar

Hosted by our membership team, the orientation webinar gave members, new and old, the chance to refresh their knowledge on all the ways to get engaged so they can get the most out of their PSC membership.

Breakfast Dialogue on the Budget Process

Stan Collender, Executive Vice President, Qorvis MSLGROUP, engaged with PSC about the 2017 Federal budget process and what could happen, the gimmicks and unusual tactics that may be used, and where and how it will be most effective for contractor companies to get involved. This was a crucial program for all federal contractors regardless of whether they focus on national security or domestic departments and agencies.

Acquisition Workforce Working Group Meeting

PSC's AWWG addressed questions about the new administration, such as "What does the Trump administration mean for the federal acquisition workforce? How will the civilian employee hiring freeze and statutory changes directed at DoD impact critical skills and accomplishing work? How will the 115th Congress' acquisition agenda align or conflict with these trends?" The working group also discussed its initiatives and agenda for the year.



March



Board of Directors Meeting

The PSC Board of Directors convened in this quarterly meeting to discuss priorities and goals of the association and to continue preparing for the year ahead.

Service Contract Act Training

PSC hosted this two-day course with the Department of Labor's Wage and Hour Division. This training course helps participants become SCA-savvy and learn more about opportunity identification, capture strategy, bid-no-bid decisions, contract pricing, contract price adjustments, and more.

Communications Network Meeting

Attendees helped set the 2017 Communications Network agenda and received a special presentation on "Top High Growth Marketing Strategies for 2017" from Hinge Marketing. Guest speaker Liz Harr, Partner at Hinge, shared findings from Hinge's latest high growth study on how government technology and professional services firms are achieving growth through marketing and business development.

HSGAC Chief Counsel Addresses Government Affairs Committee

Patrick Bailey, Chief Counsel for Governmental Affairs, Senate Homeland Security and Governmental Affairs Committee, discussed the committee's agenda for regulatory reform and other topics related to government contracting.



Briefing With USAID OIG Officials: Do's and Don'ts

Dan Altman, the Assistant Inspector General for Investigations from USAID's Office of Inspector General, provided a briefing to members on the OIG's Office of Investigations' work around the world. He focused on how implementing partners can ensure their compliance regimes are being optimally implemented; the Do's and Don'ts of working with the USAID OIG; how to spot potential fraud, waste, abuse, and other improprieties within a firm, and more.

Vision Federal Market Forecast Kickoff Meeting

Attendees had the opportunity to learn more about the benefits of participating in the Vision Market Forecast program. They were encouraged to join a Vision Market Forecast study team and help their companies gain a competitive advantage in the challenging federal marketplace. Teams and team leaders were introduced for the first time to kickoff the exciting, research-filled year ahead. (pg. 28)



CIO Survey Kickoff Meeting

Members learned how to engage in PSC's conducted annual CIO Survey work, which entered its 27th year and is conducted in partnership with PSC member company, Grant Thornton.

Council of International Development Companies Meeting with ONE Executive Director

Tom Hart, North American Executive Director of ONE, engaged with the CIDC at the March meeting. He described ONE's massive grassroots efforts, including hundreds of local meetings by grassroots organizers in the local offices of Senators and Representatives.

Discussion With the VA TAC on IT Acquisition

PSC's Veterans Affairs Task Force was joined by Mark Junda, VA Acquisition Innovation Advocate, Technology Acquisition Center (TAC) and Drew Myklegard, Lead for Rapid Prototyping, VA. They engaged members on VA technology acquisition techniques, innovation and reducing procurement acquisition lead time (PALT).



2017 YEAR IN REVIEW

Contract Finance and Cash Flow Committee Meeting

The Contract Finance and Cash Flow Committee discussed implementation of key government accounting provisions in the FY17 National Defense Authorization Act, the impact of administrative and regulatory actions on federal government accounting regulations, the impact of incremental funding of contractors, and related “hot topics” at DCAA and elsewhere.

Enabling Homeland Security and Public Safety Through Technology and Services

Senior government officials discussed emerging trends in public safety technology and what the changes mean for the technology and professional services markets. Guest speakers were Christopher Algieri of FirstNet; Kshemendra Paul of the DHS Information Sharing Environment Office; David Alexander, Chief Geospatial Scientist, DHS First Responders Group; and Ted Okada, Chief Technology Officer, FEMA.

April



What Does ‘Hire American’ Mean for Government Contractors?

This sold-out meeting had an engaging discussion of the pragmatic issues facing contractors relating to this policy initiative. The event was sponsored by PSC’s Human Resources and Labor Policy Committee and was held at Berenzweig Leonard, LLP in McLean, VA. Albert Mokhiber, Partner, Mokhiber & Moretti, PLLC, was the guest speaker for this unique event. He addressed the meaning behind the new administration’s “Hire American” initiative.



HSTF Discussion with USCG Head of Contracting Activity

PSC’s Homeland Security Task Force hosted USCG Head of Contracting Activity Michael Derrios to engage with him amidst changes to the DHS budget.

GAO Insights on Civilian Agency Acquisition at Government Affairs Committee (GAC) Meeting

Michele Mackin, Managing Director, Acquisition & Sourcing Management, U.S. Government Accountability Office (GAO), was the guest speaker at the April GAC meeting. She provided an overview of GAO’s recent work examining civilian agency acquisition and related activities.



Membership Orientation and Legislative Update

Hosted by our membership team, the orientation webinar gave members, new and old, the chance to refresh their knowledge on all the ways to get engaged so they can get the most out of their PSC membership. Cate Benedetti, PSC Vice President of Government Relations, also gave a legislative update.

Ariana Reks From the U.S. Global Leadership Coalition Speaks to Council of International Development Companies

Ariana Reks, the Deputy Director for Government Relations at the U.S. Global Leadership Coalition (USGLC) addressed the CIDC. PSC has been a long-standing member of USGLC, and many CIDC firms are also USGLC members. PSC believes consultation and coordination with other like-minded organizations are critical to maintaining a united front on funding for State/USAID.

2017 PSC Annual Conference

PSC hosted its premier event for government contractors: the Annual Conference. This year, the two-day event was held in Historic Williamsburg VA, where attendees had the chance to network, listen to government and industry leaders, and even hear from President Thomas Jefferson! (pg. 25)



May

Government Affairs Committee Meeting

The GAC hosted Ryan Consaul, Staff Director, House Homeland Security Subcommittee on Oversight and Management Efficiency, to engage about the Committee's work related to federal acquisition, including recent legislation and other issues impacting government contractors.

Government Contracts on the Hill Webinar

This webinar covered reforms to the cost accounting standards board, the creation of a new defense cost accounting standards board, third-party audits, and activities regarding DCAA.

DCMA Cost and Pricing Center Deputy Director at Contract Finance & Cash Flow Committee Meeting

Steve Trautwein, Acting Deputy Director of the Defense Contract Management Agency's (DCMA) Cost and Pricing Center, addressed the CFCF Committee to discuss commercial item determinations and pricing, the role of the Cost and Pricing Centers, and the draft DoD commercial item guidebook. The committee also went over actions of the "Section 809" defense acquisition reform panel related to contract finance, and the April DCAA 2017 Annual Report.

Government Contractor Labor Law Compliance Program

PSC partnered with Wiley Rein and BDO USA to present members with a panel of industry experts, including the former Branch Chief of the DOL Wage and Hour Government Contracts Enforcement Division. Topics discussed were the Interim Rule requiring paid sick leave for federal contractor employees, the status of the "Fair Pay and Safe Workplaces" and "Fair Labor Standards Act" injunctions and rules, and the enforcement environment and latest challenges under the federal Service Contract Act and Davis-Bacon Act.

Acting USAID Procurement Executive Addresses Council of International Development Companies

Acting USAID Procurement Executive Mark Walther answered member questions regarding the status of the implementing guidance for ADS 304 to which PSC had submitted comments. Members also noted the difficulties caused by the 2016 SBA regulation on Limitations on Subcontracting, including its treatment of consultants, which could require companies to competitively bid each position individually – a tremendous time burden on companies large and small.

Call with USAID DCHA/DRG Cross-Sectoral Program Team

CIDC hosted a call with officials from USAID to discuss Political Economy Analysis as it applies to development and foreign assistance goals. Specifically P.E.A. seeks to assess a program by analyzing potential and perceived winners/losers and mitigating risks by implementing technical interventions.

Energy and Natural Resources Task Force Meeting

Department of Energy Chief of Staff Brian McCormack addressed the first formal meeting of the PSC Energy & Natural Resources Task Force (ENRTF). He covered a number of issues including executive order reforms, the Hanford tunnel collapse, cybersecurity, and the 2018 budget. He said major issues the Department of Energy is grappling with include cybersecurity, exascale computing, nuclear safety, the national labs, and technology transfer.

CPARS and CMS at Smart Contracting Working Group Meeting

The Smart Contracting Working Group hosted contracting officers from the Centers for Medicare and Medicaid Services (CMS) to discuss potential changes to the CPARS process and system. The working group also discussed ongoing and upcoming initiatives including follow-up actions from the April 27 meeting with Tiffany Hixson and PSC's input for Executive Branch re-organization and regulatory reform initiatives.

Acquisition Workforce Working Group Meeting

The AWWG refined and advanced its 2017 action agenda during this month's meeting. Initiatives for the year included defining acquisition roles and responsibilities across the federal workforce, working with federal agencies to identify what innovation really means for services acquisition, and how to achieve it, and developing resources to help Hill staff and other stakeholders better understand the acquisition system and contractors' perspectives on it. All of these initiatives helped inform PSC's advocacy around federal re-organization efforts and build a foundation for the 2018 PSC Acquisition Policy Survey.



June

June Board of Directors Meeting

The Board and its Executive Committee are responsible for providing policy oversight and setting the direction of the association and, during this meeting, three new members were elected to leadership positions. Venkatapathi “PV” Puvvada, President of Unisys Federal, was elected as vice chair of the association. Ken Asbury, President and CEO of CACI, was elected to serve on the Executive Committee. Manish Parikh, Vice President of Business Development and Strategy for BAE Systems, was elected to fill a vacant seat on the Board of Directors.



Kevin Cummins Joins the PSC team as Vice President, Technology.



OGR Staff at Government Affairs Committee Meeting

The GAC hosted Julie Dunne, Senior Counsel to the Subcommittee on Government Operations, House Oversight and Government Reform Committee at its June meeting to discuss the Modernizing Government Technology (MGT) Act recently passed by the House of Representatives and other initiatives on the Committee’s acquisition policy agenda.



An Overview of Washington and the New Administration

In coordination with Kaufman & Canoles, Klett Consulting Group, Inc., Dixon Hughes Goodman, and the Tidewater Association of Service Contractors, PSC President and CEO David Berteau briefed senior executives from our industry on the most up-to-date political, policy and budget analysis.



Ashlei Stevens Joins the PSC team as Director, Media Relations.

Communications Network Meeting

The Federal Communications Network External Relations Coordinator Kristin DuBois, U.S. Marine Corps, met with PSC’s Communications Network to share information and best practices and discuss the trends and challenges facing our industry. Attendees engaged with her to hear more about the role of media relations, communications and PR in the Marine Corps.



Podesta Group Addresses Council of International Development Companies

Podesta Group’s David Adams and Josh Holly addressed PSC’s CIDC during June’s meeting to share their insights on FY18 budget hearings, the USAID Administrator confirmation hearing, the future of USAID, and the U.S. foreign assistance apparatus.

The FY2018 Federal Budget: Challenges and Opportunities

PSC was joined by Kathleen Turco, Director, Consulting, CGI Federal, and the Honorable John Conger, Former Principal Deputy Under Secretary of Defense (Comptroller), to analyze the challenges and opportunities facing PSC members in the president’s proposed FY2018 federal budget. Questions such as “Will FY2018 start under a continuing resolution?” and “Will the government shut down?” were addressed to give attendees the information needed in those circumstances.

Amanda Swanson Joins the PSC team as Associate, Research & Analysis.





Acquisition Workforce Working Group Initiatives Meeting

To continue its initiatives, the AWWG discussed three projects (Defining responsibilities in “Big A” Acquisition, Acquiring Innovation in Services, and preparing an Acquisition 101 briefing) to better help federal workforce development.

Membership Orientation Webinar

Hosted by our membership team, the orientation webinar gives members, new and old, the chance to refresh their knowledge on all the ways to get engaged so they can get the most out of their PSC membership.

Tech Council Meeting with EPMO Dep. Asst. Sec. Bill James

Bill James, Deputy Assistant Secretary of the Enterprise Program Management Office, Department of Veterans Affairs, joined PSC’s Tech Council to discuss VA’s tech priorities and the status of their EHR initiative. His presentation was followed by an introduction of Kevin Cummins, PSC’s new Technology VP, and upcoming projects of the council.

Deputy Director, DFAS Columbus at Contract Finance and Cash Flow Committee Meeting

Rebecca Beck, Deputy Director of the Defense Finance and Accounting Service (DFAS) Columbus, addressed PSC’s CFCF Committee to discuss DFAS payment modernization and other initiatives. The committee also went over DoD’s progress on CAS and actions affecting DCAA audits.

July



Government Affairs Committee Meeting

The July GAC meeting discussed the latest developments concerning the FY18 NDAA, appropriations, and other legislation and regulations affecting federal contractors.

Federal Acquisition Refor(u)m

PSC’s first ever Federal Acquisition Refor(u)m Conference was held in Arlington, VA as panelists and attendees decoded the legacy of acquisition reform efforts to date and explored what’s likely to happen with acquisition policy and contract management for technology and professional services in the new administration. (pg. 26)

Service Contract Act Training

PSC hosted this two-day course with the Department of Labor’s Wage and Hour Division. This training course helped participants become SCA-savvy and learned more about opportunity identification, capture strategy, bid-no-bid decisions, contract pricing, contract price adjustments, and more.

“Owning the Technical Baseline” for U.S. Air Force Acquisition Briefing

Featuring authors of the National Academies report on “Owning the Technical Baseline for Acquisition Programs in the U.S. Air Force,” PSC hosted a briefing to discuss the report’s findings and how industry can support Air Force efforts to own the technical baseline and achieve excellence in its acquisition programs.



2017 YEAR IN REVIEW



Communications Network Meeting

Guest speaker Mike Panetta, founding partner of Beekeeper Group, addressed how to apply storytelling to public affairs and advocacy issues. Attendees examined key principles of advocacy storytelling, analyzed effective case studies, and looked at how this approach can be applied to highly technical topics and issues.



FedHealth Conference

The first ever PSC Federal Health Conference was held in Silver Spring, MD as guests dove into pinpointing issues including cybersecurity, interoperability, cloud, shared services and procurement opportunities in 2017. (pg. 26)



USAID OSDBU Director Speaks at Council of International Development Companies Meeting

Members heard from Mauricio Vera, the director of USAID's Office of Small and Disadvantaged Business Utilization (OSDBU). Vera discussed the success of the recent OSDBU conference in Johannesburg, South Africa and their June annual event, which he described as an opportunity for members to participate in less of a "match making" program and more in line with a traditional "exhibit hall" approach for implementing partners to conduct outreach and network.

WITSA / World Congress on IT (WCIT) Working Group Meeting

PSC joined and became the American representative to the World Information Technology and Services Alliance (WITSA), a leading international consortium of IT industry associations. Members met with PSC member-company representatives to discuss goals and priorities for the WITSA summit, which took place in Taiwan in September 2017.

FDA Deputy CIO Addresses Health and Human Services Task Force

Brad Wintermute, Deputy CIO and Director, Office of Technology and Delivery, FDA joined PSC at the Health and Human Services Task Force meeting to discuss the changing nature of information technology in the healthcare industry.

August



Acquisition Workforce Working Group Meeting

PSC's Acquisition Workforce Working Group (AWWG) met to provide updates and receive feedback on its current initiatives. The AWWG's three projects are aimed at providing resources to improve federal workforce development and help government better understand industry's perspectives, including Defining "Big A" Acquisition, Acquiring Innovation in Services, and "Acquisition 101."

PSC August 2017 Legislative Update

PSC's Vice President of Government Relations, Cate Benedetti, recapped the political and legislative impact of the last four months on our industry and outlined the opportunities ahead. Topics discussed were NDAA, MGT Act, DHS Acquisition Bills, status of budget and appropriations legislation, and more.

GSA Senior Procurement Executive Addresses Government Affairs Committee

GSA Senior Procurement Executive Jeff Koses addressed PSC's GAC for an update on major FAR Council initiatives and the increased use of technology – such as the recent release of the FAR as a Kindle book – and other GSA acquisition activities.





Joined at the Hip? A Primer on the Joint-Employer Doctrine

PSC provided a primer on the basics regarding joint employment issues, what companies need to do before, during and after contract award to be prepared, and how recent legal and government policy actions could affect how contractors operate in the federal market. Speakers included Derrick J. Witherspoon, Branch Chief for U.S. Department of Labor, Wage and Hour Division (WHD), Natalie Collins, Senior Advisor for the Branch of Government Contracts Enforcement, and Declan Leonard, lead of the Employment Law practice at Berenzweig Leonard.



Government Shutdown? Debt Ceiling Breach? Are You Prepared?

PSC President and CEO, David Berteau and Executive Vice President and Counsel, Alan Chvotkin, joined John Cooney, Partner, Venable LLP, for a complimentary program for PSC members on what actions contractors should take to prepare for, during and after a shutdown. An essential meeting during a time of uncertainty in the government.

Membership Orientation Webinar

Hosted by our membership team, the orientation webinar gave members, new and old, the chance to refresh their knowledge on all the ways to get engaged so they can get the most out of their PSC membership.

PSC Media Luncheon

PSC hosted its first ever media luncheon for the members of our media. Attendees heard from PSC leaders on key policy and advocacy issues impacting federal contractors at this unique networking event.



September

Acquisition Workforce Working Group Meeting

PSC's Acquisition Workforce Working Group (AWWG) met to provide updates and receive feedback on its current initiatives. The AWWG's three projects are aimed at providing resources to improve federal workforce development and help better understand industry's perspectives, including Defining "Big A" Acquisition, Acquiring Innovation in Services, and "Acquisition 101."

Suspension and Debarment Officials at Government Affairs Committee Meeting

David Sims (Chair, Department of Interior), Lori Vassar (Vice Chair, Department of Interior Office of Inspector General), and Monica Aquino Thieman (Vice Chair, NASA), of the Interagency Suspension and Debarment Committee (ISDC) discussed the ISDC's work and related federal debarment and suspension issues.

Membership Orientation Webinar

Hosted by our membership team, the orientation webinar gave members, new and old, the chance to refresh their knowledge on all the ways to get engaged so they can get the most out of their PSC membership.

PSC's 45th Anniversary Golf Tournament

2017 marked PSC's 45th year and one way we celebrated was with an anniversary golf tournament! This sold-out event gave members an exciting way to network and play a friendly competitive round of golf.





Control Systems Security: What's the Risk? Who's in Charge?

Daryl Haegley from the Office of the Assistant Secretary of Defense for Energy, Installations, and Environment joined PSC to discuss unique cyber intelligence and security requirements for control systems and how DoD, DoE and businesses address the challenges to assure the security of operations, critical infrastructure and mission continuity of control systems.



Tech Trends Conference

The second annual Tech Trends Conference was a success as keynote speaker Matt Lira, Special Assistant to the President for Innovation Policy & Initiatives, White House Office of American Innovation, kick-started the half-day event with speakers from Congress, DoD, DHS, NASA, GSA and more. (pg. 27)



USAID Senior Advisor Addresses Council of International Development Companies

USAID Senior Advisor, Jim Richardson, met with the CIDC. Members learned that the process for the agency was less of a "reorganization" and more of a "redesign." Following the meeting, CIDC's Procurement Reform Task Force (PRTF) members used their analytical talents to start their analysis of the final draft of DRG Acquisition and Assistance Implementing Guidance.

October



Smart Contracting Working Group Meeting

This bi-weekly meeting identified commonsense ways for the government to improve acquisition processes to the benefit of all stakeholders, recent projects and discussion topics have included Category Management, regulatory reform, incremental funding, PALT, past performance information collection and CPARS, and more.

Government Affairs Committee Meeting

Thomas Richards, Professional Staff Member to the Senate Homeland Security and Governmental Affairs Committee Minority, was the guest speaker at the October GAC meeting. He discussed the Committee's work on contracting issues, security clearance reform and nominations.

USAID Ombudsman Addresses Council of International Development Companies

USAID Ombudsman Crista Wise returned to our offices and thanked PSC members for the consistent, excellent quality of our submissions to the agency regarding regulatory and choice of instrument concerns. Thanks to CIDC's Procurement Reform Task Force input, she noted several recent agency reversals on a choice of instrument selections.

Shared Service Roundtable With GSA USSM

This roundtable with Beth Angerman, Executive Director, Unified Shared Service Management Office, GSA, identified opportunities and barriers government faces to leveraging commercial best practices and solutions for financial management and other shared services opportunities.



November



Vision Federal Market Forecast Conference

The Vision Federal Market Forecast is the only non-profit federal market forecast that addresses the defense, civilian, and federal IT markets. In its 53rd year, the Forecast delivered insights from hundreds of government executives, think-tank experts, congressional staff and Wall Street analysts who took part in non-attribution interviews. (pg. 28)



14th Annual GovCon Awards

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



NASA Asst. Admin. for Procurement at Government Affairs Committee Meeting

Bill McNally, Assistant Administrator, Office of Procurement, NASA, provided an update on NASA acquisition activities and his work as NASA's representative to the FAR Council at the November GAC meeting.

Up in Smoke: Marijuana Use Presents Conflicts for Contractor

PSC's Human Resources and Labor Policy Committee joined Alan Symonette, President and Owner of Symonette ADR Services, to discuss the best drug policy and investigation practices for government contractors. Mr. Symonette is an accomplished labor arbitrator with work in the federal market, the National Football League and private organizations.

Service Contract Act Training

PSC hosted this two-day course with the Department of Labor's Wage and Hour Division. This training course helped participants become SCA-savvy and learned more about opportunity identification, capture strategy, bid-no-bid decisions, contract pricing, contract price adjustments, and more.



Blockchain for Government and Federal Contractors

Speakers from GSA, IBM, the Dept. of Treasury, and Association of Government Accounts (AGA) Blockchain Working Group discussed the buzz around blockchain and what members should know as a partner with government organizations exploring use cases for this distributed ledger technology.

Contract Finance and Cash Flow Meeting

The committee discussed audit-related provisions in the FY18 NDAA, PSC's response to the GSA RFI on civilian agency auditing best practices, the Sept. 28, 2017 GAO audit report on DCAA's incurred cost backlog, and actions by the CF2's working groups on contract closeout and incurred cost audits.

Council of International Development Companies Meeting

On Thursday, November 16, CIDC members met with officials from the Millennium Challenge Corporation (MCC) Brian Corry, Acting Deputy Vice President, Contracts and Administration and Lona Stoll, Deputy Vice President for Sector Operations. They were particularly interested in demonstrating MCC's new and improved website and urged CIDC companies to consider bidding on many of the opportunities listed.



2017 YEAR IN REVIEW

December



SASC Professional Staff Member Discusses NDAA with Government Affairs Committee

Gwyneth Woolwine, Professional Staff Member to the Senate Armed Services Committee, addressed PSC's GAC at its December meeting to discuss IT Acquisition, Major Defense Acquisition Programs, Business Systems, and Oversight and Investigations. She also addressed related issues in the recently passed Fiscal Year 2018 National Defense Authorization Act (NDAA).

Ryan McDermott Joins the PSC team as Vice President, Defense and Intel.



5th Annual International Development Conference

The Fifth Annual Development Conference introduced all new "DEV-Talks" by having speakers from across fields such as The Fund for Peace, Military Health System, and mSTAR, discuss the role of international development in a new Administration and with a brand-new USAID Administrator. PSC was excited to hear from Wade Warren, Assistant to the Administrator for the Bureau for Policy, Planning and Learning and the Senior Deputy Assistant Administrator in the Bureau for Global Health, USAID, as the conference keynote speaker. (pg. 29)



PSC Hosts Garry Reid, Director for Defense Intelligence and Security at DoD

PSC hosted Garry Reid of the Department of Defense for a discussion around the FY18 NDAA and the security clearance backlog. Mr. Reid detailed some of DoD's internal efforts to improve the process and reduce clearance wait times.

Membership Orientation Webinar

Hosted by our membership team, the orientation webinar gave members, new and old, the chance to refresh their knowledge on all the ways to get engaged with their membership, so they can start the new year confidently.

Board of Directors/Membership Meeting and Holiday Reception

Members attended the end-of-the-year Board of Directors/Membership meeting as PSC presented its newly-elected chair, PV Puvvada, President, Unisys Corporation. The meeting was followed by a holiday reception.



PSC Accomplishments

Our PSC leadership has a set of key priorities for the association, and we have translated this into actionable recommendations by listening carefully to government policymakers, customers, and acquisition professionals for their perspectives and suggestions. Through this identification process, in 2017, we identified more than twenty specific legislative and regulatory actions that would significantly contribute to furthering PSC's policy objectives. Here are a few of our notable accomplishments:

- Worked with the sponsors to draft, introduce and secure passage by the House Oversight and Government Reform Committee of the Promoting Value Based Procurement Act (H.R. 3019). This legislation would limit the use of lowest price technically acceptable source selection criteria for certain services contracts issued by the civilian agencies.
- Highlighted the value of government contractors and maintaining a strong business base in House Committee roundtables on veteran and small business contracting policies.
- Advocated for enactment of the Congressional Review Act disapproval resolution on President Obama's Executive Order 12866 on "Fair Pay and Safe Workplaces." The President signed the CRA on March 27, 2017 and on November 6, the FAR Council and the Department of Labor published a final rule rescinding their respective regulations and guidance.
- Drafted an amendment to the FY 18 NDAA that would require the Department of Defense to define and measure Procurement Administrative Lead Times to help ensure needed services are available and contracted for in a timely manner. PSC was the originator of this recommendation. We are working to adopt this initiative on a government-wide basis.
- Advocated for the use of independent, third-party audits to help the Defense Contract Audit Agency reduce the incurred cost backlog and mitigate the wide-ranging, consequential, and negative impact the backlog. Following PSC testimony before the House Armed Services Subcommittee on Oversight and Investigations, in which David Berteau recommended expanded use of independent third-party audits for DoD, a provision was included and retained in the final NDAA conference report to do so.
- Championed and helped secure enactment of legislation to invest in updating federal IT systems—the Modernizing Government Technology Act—which was included in the final NDAA.
- Fought for the retention of a Senate NDAA provision that will enhance post-award debriefing rights by providing contractors with additional information after a source selection—creating a more meaningful dialogue between the government and offerors. The provision was included in the final NDAA.
- Fought against provisions in the House and Senate NDAs that would have a negative impact on the contractor community: service contract caps, loser-pay fees for GAO protests and new Fair Pay and Safe Workplaces-lite requirements on contracting officers—each of which was dropped or amended.

The federal government contracting industry is alive and well, and almost nowhere is that more apparent than at PSC's Vision Federal Market Forecast Conference, a unique two-day event covering a variety of defense, civilian, and government-wide topics. Here's a quick look at the various levels of volunteer support and agency perspectives that go into making Vision a success.

- 21 Study teams covering Defense, Civilian and Government-wide topics
- Nearly 275 volunteers representing 75 federal contracting companies contributing to the process
- Over 350 interviews conducted
- Representative Interviewees
- CIO, CTO, Deputy CTO, Directors, Program Managers, Think Tank Analysts, GWAC Directors, Commissioners, Technical Advisors, Secretary, Planning and Policy
- Offices including:
 - Defense: USD-AT&L, DPAP, Defense Health Agency, Army Training and Doctrine Command, Navy International Programs Office, Unmanned Warfare Systems Division
 - Civilian: Federal Acquisition Service, Office of Planning and Policy, Contracting and Procurement, Office of Information and Technology, OHRM, Biometrics Division, Justice Management Division, Office of Environmental Information

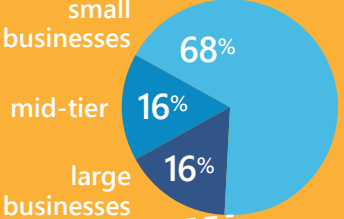
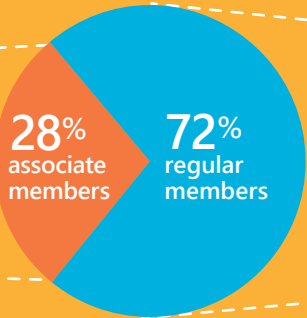
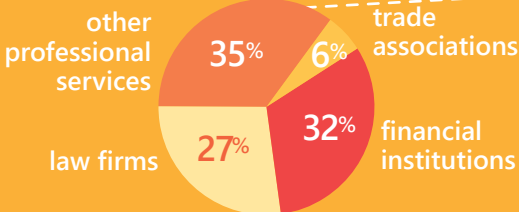
[View PSC communications and council accomplishments](#)

membership

56 NEW MEMBERS

OF ASSOCIATE MEMBERS

OF REGULAR MEMBERS



advocacy



27 agency letters/regulatory comments



16 letters to capitol hill



3 testimonies and statements



1 amicus brief



85 government speakers

9 "Reverse Industry Days" that PSC helped organize & participate in

VISION FEDERAL MARKET FORECAST

21 study teams 275 volunteers (75 companies) 350 interviews



4 RFI responses (cloud computing, GSA audit guide, etc.)

events

109

informative events and meetings



7 impactful conferences
 - Leadership Summit
 - Annual Conference
 - FedHealth
 - Acquisition
 - Tech Trends
 - Development
 - Vision Forecast

3 educational trainings



4,600+ program participants

media



500+ media citations



29 radio & TV appearances

1,157 social media mentions

700+ gained followers

588+ social media impressions



1.4B traditional media impressions

\$12.5M total publicity value

1.4B



PSC COUNCILS

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

All five councils focus on:

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



Acquisition and
Business Policy
Council



Technology
Council



Civilian
Agencies
Council



Council of
International
Development
Companies



Defense and
Intelligence
Council

PSC COUNCILS



Chair:
Trey Obering
Booz Allen Hamilton



PSC Staff Lead:
Alan Chvotkin

Committees/Working Groups

Contract Finance and Cash Flow
General Counsels
Government Affairs
Human Resources and Labor Policy
Acquisition Workforce
Outcomes Oriented Acquisition
Smart Contracting

Executive Advisory Board

Trey Obering, Booz Allen Hamilton
Rod Buck, Vista TSI
Tim Cooke, ASI Government
Dave Dacquino, Serco
Heidi Gerding, HeiTECH Services, Inc.
Bill Hoover, American Systems
Phil Kangas, Grant Thornton Public Sector
Brad King, RG
Larry Prior, CSRA
Dyson Richards, RGS

Acquisition & Business Policy Council

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

- Reducing the burden of compliance on industry, and reducing costs for both government and industry, by deflecting new, and rolling back existing, non-value-added reporting and compliance requirements.
- Rationalizing government decision-making about contract type, evaluation strategies and criteria, requirements definition, cost reasonableness and cost realism, and preferred acquisition vehicles.
- Enhancing focus on outcomes resulting from the acquisition process vs. emphasis on process compliance.
- Improving the acquisition workforce by providing critical support, guidance, and leadership on the development and piloting of alternative workforce training tools and opportunities across government.
- Increasing the use of commercial best practices.

2017 Activities & Accomplishments

- Hosted "Federal Acquisition ReFor(u)m" conference exploring lessons from the past and prospects for the future of acquisition reform with speakers from OFPP, the Missile Defense Agency, and the Departments of Education and the Navy.
- Sponsored timely, topical programming on emerging and exigent topics such as federal budget dynamics, preparing for a potential government shutdown, and labor policy issues in the government contracting arena.
- Engaged with leaders from GSA, the congressionally-chartered Section 809 Panel, and others to provide industry feedback on regulatory reform and multiple-award contracting redesign proposals.
- Provided extensive recommendations to leadership in the administration and agencies on transition considerations and reorganization efforts under the President's Management Agenda.
- Developed white papers and regulatory comments on critical business policy issues and reporting requirements including enhanced market research, communication between government and industry, service contract inventories and executive compensation reporting.

2018 Agenda

- Conduct 2018 Acquisition Policy Survey.
- Develop and deliver "Acquisition 101" briefing on industry considerations for Capitol Hill staff and other audiences.
- Host 2018 Acquisition Conference.
- Support Vision and CIO Surveys and Vision Federal Market Forecast Conference and related events.
- Expand topical programming.
- Respond to final agency reorganization plans.
- Demonstrate detrimental impacts of incremental funding of contracts for government and industry.
- Deliver reform proposals to Section 809 Panel and enable implementation.
- Monitor and respond to ongoing implementation of federal Category Management and e-commerce efforts.
- Support agency Reverse Industry Day (RID) and Request for Information (RFI) exercises.
- Develop action-oriented agenda relating to federal agencies' contracting for services, addressing the role of contractors, improving the quality of the government's and the industry's acquisition workforces, and facilitating government access to technology and innovation.
- Reduce procurement lead time.

PSC COUNCILS



Chair:
Dan Helfrich
Deloitte



PSC Staff Lead:
Bradley Saull

Task Forces

Veterans Affairs
Homeland Security
Health & Human Services
Energy & Natural Resources

Executive Advisory Board

Dan Helfrich, Deloitte
Gail Bassin, JBS International, Inc.
Lynn Ann Casey, Arc Aspicio
Bonnie Carroll, Information International Associates, Inc.
Patricia Espey-English, Westat
Kathleen Flanagan, Abt Associates
Jerry Hogge, Leidos
Paul Leslie, Dovel Technologies
Tom Romeo, Maximus
Barbara Rudin, ICF
Julie Susman, Jefferson Consulting Group

Civilian Agencies Council

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

- Advocating for industry that the federal government civilian marketplace remains fair and competitive.
- Facilitating connectivity and collaboration with government civilian agency officials.
- Promoting the industry's contributions and value by building on PSC thought leadership through research, op-eds, columns, speaking engagements, testimony and social media.
- Improving the quality of acquisition
 - Increasing the use of commercial best practices.
 - Conducting acquisition trainings for government personnel.
 - Educating industry on government market shifts.

2017 Activities & Accomplishments

- Increased Engagement with DHS
 - Helped shape the third & fourth DHS Reverse Industry Days
 - Participated in Pricing, Long Range Broad Agency Announcement and Data Center AIRs
 - Submitted comments to DHS on HSAR rule regarding Safeguarding of Controlled Unclassified Information
 - Hosted several HSTF programs and numerous DHS speakers at various PSC events
- Increased Engagement with VA
 - Sent letter of concern regarding an RFI on Corporate Commitment to Veterans
 - Led second VA Nationwide Reverse Industry Training (Nashville, TN)
 - Coordinated several government and industry programs on the impact of the Kingdomware Supreme Court decision
 - Helped shape VA modernization plans through a whitepaper for VA leadership
 - Hosted several VATF meetings and programs
- Increased Engagement with HHS
 - Continued to engage with CMS on recommendations for CMS OAGM Strategic Plan
- Held inaugural PSC FedHealth Conference with numerous HHS acquisition and IT executives
- Hosted several HHSTF programs
- Increased Engagement with Energy and other civilian agencies
 - Sent letter to the EPA raising concerns about contracting halt following the transition
 - Hosted Energy Chief of Staff and several ENRTF programs
 - Submitted recommendations to improve acquisition practices at the IRS
 - Helped shape IRS and GSA Reverse Industry programs
- Collected and promoted member company activities to help veterans
- Connected surveys and Vision Federal Market Forecast with civilian task force activities
 - Restarted Department of Transportation Vision Forecast team
- Contributed to the development of an agenda to inform and influence the new administration

2018 Agenda

- Meet with new agency leadership to reinforce the role of industry in successfully achieving government outcomes
- Conduct Reverse Industry Day acquisition trainings at DHS, VA, and HHS.
- Monitor the VA's implementation of the Kingdomware Supreme Court decision.
- Build upon first PSC FedHealth Conference.
- Host inaugural PSC Law Enforcement Conference.
- Continue regular, on-going engagement with VA, HHS, Energy and DHS through task forces, dialogue series, etc.
- Strengthen the Energy and Natural Resources Task Force.

PSC COUNCILS



Chair:
Jan Auman
Tetra Tech International
Development Services



Vice Chair:
Cristina Mossi
Devis



PSC Staff Lead:
Paul Foldi

Executive Advisory Board

Jan Auman, Tetra Tech International
Development Services

Christina Mossi, Devis

Susi Mudge, Chemonics

Leland Krivant, Creative Associates

Zan Northrip, DAI

Eric Bjornlund, Democracy
International

Mihir Desai, Dexis

Tessie Catsambas, Encompass

Eric Boyle, ICF

Carol Yee, Kanava International

Council of International Development Companies

The Council of International Development Companies (CIDC) meets monthly to create a dynamic and sustainable advocacy platform for U.S. development companies to pursue thought leadership and high-level dialogue with USAID, the Department of State, Millennium Challenge Corporation and other foreign assistance organizations. CIDC aims to educate audiences on the vital role international development companies play in achieving accountable, transparent and sustainable development results in support of U.S. national security, economic, and humanitarian goals overseas. Priorities include:

- Educating audiences on the vital role of international development companies.
- Increasing transparency and consistency in USAID instrument/vehicle selection processes.
- Improving the quality of the USAID Business Forecast.
- Reducing procurement lead time.
- Exploring possible additional markets for CIDC members.

2017 Activities & Accomplishments

- Regular, high-level CIDC member engagement with senior federal foreign assistance officials on a wide range of issues including development strategy, innovation, operations, and localization
- Monthly meeting speakers included:
 - USAID Ombudsman
 - USAID Inspector General
 - MCC Senior Procurement Officials
- Key Operational Challenges/Successes:
 - Business Forecast – CIDC pressure led to reforms and quarterly calls
 - First-ever CIDC on the Hill event with members holding 4-hour event in House Rayburn Building
 - CIDC Thought Leadership provided input on PSC pushback to USAID choice of instrument regulation revisions
 - December 5 conference with 10 “DEV-Talk” speakers

2018 Agenda

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

PSC COUNCILS



Chair:
Neil Albert
NFA Consulting



PSC Staff Lead:
Ryan McDermott

Executive Advisory Board

Neil Albert, NFA Consulting

Ken Asbury, CACI International, Inc.

Sid Fuchs, MacAulay-Brown, Inc.

John Gastright, DynCorp International

Nuhad Karaki, StellarPeak Corporation

Joe Martore, CALIBRE Systems, Inc.

Maria Proestou, DELTA Resources, Inc.

Carey Smith, Parsons Corporation

Dave Swindle, AECOM Federal Services

Defense & Intelligence Council

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

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

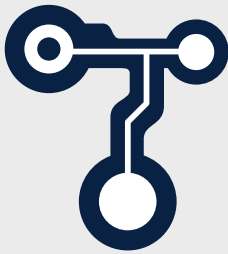
2017 Activities & Accomplishments

- Facilitated Reverse Industry sessions with Defense Procurement Acquisition Policy (DPAP) and the Defense Information Systems Agency (DISA)
- Continued engagement with Section 809 Panel Chair Deidre Lee
- Continued partnership with DAU to facilitate PSC member presentations during IT acquisition and general contracting courses
- Submitted comments on DoD implementation of cloud services
- Speakers included Daryl Haegley (Control Systems Cybersecurity, OSD), Deidre Lee (Chair of Section 809 Panel), Raj Shah, Managing Partner at DIUx), Rebecca Beck (Deputy Director at DFAS), Michael Derrios (Head of Contracting Activity at USCG), and more.

2018 Agenda

- Formal submission of recommendations to Section 809 Panel.
- Engagement and follow up with Senior Department of Defense (DoD) acquisition officials in quarterly Tri-Association meetings.
- Provide input, feedback and support to DoD regarding Executive Order (EO) 13806: Assessing and Strengthening the Manufacturing and Defense Industrial Base and Supply Chain Resiliency of the United States.
- Support PSC's member engagement in DoD's Human Capital Initiatives industry exchange pilot program.
- Address security clearance backlog, new priorities and process issues.
- Advocate for the continuation of accelerated payments to small business subcontractors.
- Sustainment and Readiness Working Group.
- Monitor DoD's implementation of the National Defense Strategy and track report on the FY18, FY19 and FY20 budget.

PSC COUNCILS



Chair:
Teresa Carlson
Amazon Web Services



PSC Staff Lead:
Kevin Cummins

Task Forces

Cloud Computing

Cybersecurity

WITSA

Executive Advisory Board

Teresa Carlson, Amazon Web Services

Greg Baroni, Attain, LLC

Randy Fuerst, Oceus Networks

Sam Gordy, IBM

Mark Johnson, Oracle

Robin Lineberger, Deloitte

Larry Payne, Cisco Systems

Scott Price, Microsoft

Chris Smith, AT&T Government Solutions

Rob Stein, NetApp

Technology Council

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

- Advocating for the federal government to harness the power of technology to deliver more effective mission results.
- Educating government and industry on significant technology trends and opportunities.
- Facilitating the adoption of commercial innovation by the federal government.

2017 Activities & Accomplishments

- Over 500 PSC members involved
- Published 2017 Annual Federal CIO Survey
- Held 2nd Annual PSC Tech Trends Conference with IT leaders from White House, Congress and federal agencies
- Convened “Blockchain for Government and Federal Contractors” event
- Maintained PSC’s Trump Administration Transition Resource Center with up-to-date information on filling key jobs as well as PSC policy positions and advocacy
- Modernizing Government Technology (MGT) Act signed into law
- Organized engagements with key federal leaders at council meetings and events, to include:
 - Beth Angerman, Executive Director, Unified Shared Services Management (GSA)
 - Bill James, Deputy Assistant Secretary, Office of Information & Technology (VA)
- Engaged with Congressional offices and committees on key legislation and topics: MGT Act, LPTA legislation, FITARA implementation, Internet of Things, commercial contracting, cloud computing, cybersecurity, and more
- Advocated PSC positions on category management, cloud computing, cybersecurity, FedRAMP, security clearance backlog, shared services, etc.
- Hosted market briefings and market research for PSC member companies
- Supported member company conferences and planning efforts
- PSC became American representative to World Information Technology and Services Alliance (WITSA)
- Participated in numerous speaking engagements and media interviews

2018 Agenda

- Continuing engagement on key tech issues affecting federal government & industry:
 - Artificial Intelligence (AI) and machine learning
 - Big data analytics
 - Blockchain
 - Cloud computing
 - Cybersecurity
 - Internet of Things (IoT)
 - IT modernization
 - Other key federal IT initiatives
- Continue partnership with Worldwide Information Technology & Services Alliance (WITSA).
- Publish PSC Cloud Computing Report.
- Conduct 2018 Federal CIO Survey.
- Produce executive programming including: 2018 Tech Trends Conference, roundtables and other council meetings.
- Continue engagement with new Administration officials and key Congressional leaders on technology issues.

KEY PROGRAMS

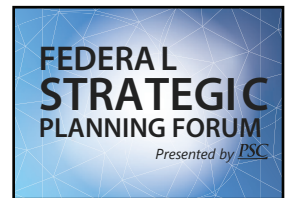
Leadership Summit

Our exclusive Leadership Summit was hosted at the Historic Decatur House and Willard Hotel in Washington, DC and attended by 100 senior leaders including PSC Board members and member company C-level executives. Attendees discussed some of the major trends in our industry and provided input on PSC's policy agenda for 2017. Guest speakers included representatives from the Congressional Budget Office, CSIS, U.S. Coast Guard, Senate Appropriations Committee and more.



Strategic Planning Forum

A panel of industry strategists offered their views on how to hone corporate strategy during a period of uncertainty. Speakers discussed the major challenges facing the industry and the longer-term market impact on defense, services and technology companies.



PSC Annual Conference

The 2017 Annual Conference brought together more than 450 industry executives in Williamsburg, Virginia for PSC’s flagship event of the year. This two-day conference provided attendees with a variety of great networking opportunities and a full lineup of speakers and sessions. The conference examined the most important issues facing the government professional and technology services industry. Attendees heard from experts on topics like cybersecurity and the insider threat as well as speakers from across agencies including Customs and Border Protection, Veterans Affairs, Navy, Defense Security Service and Office of the Director of National Intelligence.



2017 Diamond Sponsors:



Interested in sponsoring?

Contact Jean Tarascio, Senior Manager, Events, at tarascio@pscouncil.org.

Federal Acquisition Refor(u)m

At the PSC Refor(u)m attendees learned how federal agency leaders are taking advantage of streamlined acquisition authorities to rapidly develop and deploy new capabilities in order to fulfill their missions. Attendees also heard from acquisition experts who assessed where we stand after many years and several cycles of acquisition reform initiatives.



FedHealth Conference

PSC's first annual FedHealth Conference brought together senior executives from across industry and government to discuss critical industry policy and acquisition priorities in civilian and military health. Speakers from CMS, VHA, FDA, HHS, CMS, DHA and NIH discussed their needs and challenges so that industry can better determine where the federal health market is headed. Topics included value-based care, emerging trends ranging from cybersecurity, interoperability, cloud and shared services, and acquisition initiatives.



KEY PROGRAMS

Tech Trends Conference

The Tech Trends Conference welcomed over 150 attendees where they heard from senior government officials on the top IT issues facing the federal government. Speakers included Matt Lira, Special Assistant to the President, White House Office of American Innovation; Congressman Will Hurd (R-Texas); and Thomas Michelli, Acting Principal Deputy, CIO, U.S. Department of Defense. This gathering of industry was also an opportunity to unveil the results of PSC’s extensive survey of federal IT and cybersecurity leaders, the CIO Survey.



Interested in being a Year-Long Partner?

PSC offers investment packages ranging from \$5,500 to \$50,000 that blend sponsorships, advertising and year-long recognition at multiple levels for our membership with a significant discount. Get a substantial discount on the sponsorships you already purchase, plus an additional level of recognition. “A-la-carte” options are still available, but year-long level commitments get first access to the limited numbers of opportunities.

For more information, contact Joe Carden, Vice President of Membership & Marketing, at carden@pscouncil.org, or scan the QR code below.



2017 Partners:

Founder



Leader



Contributor



Media



Marketing



KEY PROGRAMS

Vision Federal Market Forecast Conference



The PSC Vision Conference, which looks at trends in federal agency mission, technology requirements, and budgets, saw several hundred attendees from the federal agencies and federal services industries. This two-day conference incorporated presentations that draw from more than 300 interviews conducted with agency and program officials, congressional staff, think tanks and the like. It is widely considered the most insightful conference of its type.



5th Annual Development Conference

The Council of International Development Companies held their 5th annual Development Conference in Arlington, VA. This substantive half-day conference included eleven expert “DEV-talk” speakers who tackled topics from the evolving role of international capacity building to block chain. Attendees heard directly from USAID and discussed the future of international development in a new Administration and under new USAID Administrator.



Attend a PSC Event

PSC has a variety of conferences and special events for you and company to attend. Each conference is unique, bringing together government employees from agencies across the board, and industry professionals to engage in a dialogue about issues, priorities and how to make the government a better customer. To learn more about PSC events, visit www.pscouncil.org, or scan the QR code below.

Sponsorships for these events are available. Contact Jean Tarascio, Senior Manager, Events, at tarascio@pscouncil.com.



Maximize Your Membership Benefits

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



POLICY LEADERSHIP

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



BUSINESS INTELLIGENCE

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

REPORTS & ANALYSIS:

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

INSTANT ALERTS & EMAIL UPDATES:

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



BRAND EXPOSURE:

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

CONFERENCES:

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

PSC DAILY:

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

SERVICE CONTRACTOR MAGAZINE:

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

PARTNER PUBLICATIONS & CO-SPONSORED EVENTS:

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



Executive Networking & Events

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

- Numerous conferences
- The PSC Leadership Summit
- Special events with government and industry guests
- Hundreds of issue-specific programs and meetings
- Conference planning committees

Membership Engagement Checklist

1 SET UP AN ACCOUNT

Set up an account on the PSC website, our portal for membership engagement. Need help? Contact the PSC Membership Team.

2 SPREAD THE WEALTH

Your membership dues cover every employee in your entire organization—encourage everyone to set up an account and take advantage of the membership!

3 KEEP LINES OF COMMUNICATION CLEAR

The PSC Daily newsletter is your key tool to getting and staying informed about PSC activities. Make sure you also plug yourself into PSC’s councils, committees and task forces, and special interest areas so we maintain the ability to tailor communications to your specific interests. You can manage these preferences through the PSC website.

4 SCHEDULE A PSC MEMBERSHIP ENGAGEMENT SESSION

Not sure how or where you should get involved? Not sure who from your company should get involved? Set up a Membership Engagement Session for your team to create a tailored plan to get your team up to speed. Also feel free to contact the membership team to determine how you can engage individually.

5 IDENTIFY YOUR KEY EXECUTIVES

- C-level Executives
- Government Relations Leads
- Business Development Leads
- Marketing/Comms/PR Leads
- Contracts Leads
- Human Resource Leads

6 SCHEDULE A PSC MARKET AND POLICY BRIEFING

To get a deeper understanding of drivers of the federal market, bring your senior executive leaders together for a market briefing. As a key benefit of your PSC membership, the market and policy briefing is an important element of our business intelligence offering.

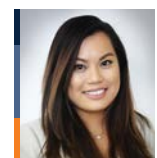
Still need a hand?
Contact the membership team!



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



Matthew Busby III
Director, Membership
busby@pscouncil.org



Tara Vilaychith
Associate, Membership
vilaychith@pscouncil.org

Policy Partners

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

- Northern Virginia Chamber of Commerce – GovCon Awards
- Northern Virginia Technology Council (NVTC) – MOU
- Technology Councils of North America
- World Information Technology and Services Alliance (WITSA)

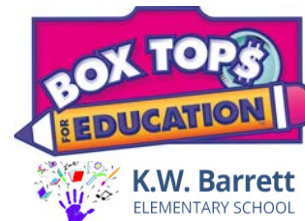


Community Involvement

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

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

- Arlington Food Assistance Center (AFAC)
- Arlington Transportation Partners
- Box Tops for Education
- Coups for Troops
- K.W. Barrett Elementary School
- Operation Help a Hero
- Organization for Autism Research
- Our Military Kids



2017 EXECUTIVE COMMITTEE

Composed of the PSC Board of Director's chair, vice chair, secretary, treasurer, and at least eight other Board members from each of PSC's four membership size categories, the Executive Committee is PSC's governing body, steering PSC's policy priorities, advocacy efforts and other activities. In 2017, the Executive Committee had 21 members, including the PSC president and CEO and executive vice presidents, who serve ex officio.



Chair
John Goodman
 Chief Operating Officer
 Accenture Federal Services



Ken Asbury
 President & CEO
 CACI International, Inc.



Susanna Mudge
 President & CEO
 Chemonics International Inc.



Vice Chair
Venkatapathi Puvada
 President
 Unisys Corporation



Jan Auman
 President
 Tetra Tech International
 Development Services



Trey Obering
 Senior Vice President
 Booz Allen Hamilton



Treasurer
Lexy Kessler
 Partner, Government
 Contract Services Group
 Aronson LLC



Greg Baroni
 President & CEO
 Attain



Larry Prior
 President & CEO
 CSRA



Secretary
Carey Smith
 President, Federal Practice
 Parsons



Teresa Carlson
 Vice President, Worldwide
 Public Sector
 Amazon Web Services



Maria Proestou
 President & CEO
 Delta Resources Inc.



General Counsel
Rand L. Allen
 Partner
 Wiley Rein



Babs Doherty
 President & CEO
 Eagle Ray



Julie Susman
 President & CEO
 Jefferson Consulting



Immediate Past Chair
Ellen Glover
 Executive Vice President
 ICF



Kathleen Flanagan
 President & CEO
 Abt Associates



David J. Berteau
 President & CEO
 PSC



Dan Helfrich
 Principal
 Deloitte Consulting, LLP



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



Joseph Martore
 President & CEO
 Calibre Systems, Inc.

2017 BOARD OF DIRECTORS

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

Brad Antle
CEO
Salient CRGT

Ken Asbury
President & CEO
CACI International Inc.

Jan Auman
President
Tetra Tech International Development Services

Greg Baroni
Chairman & CEO
Attain, LLC

Gail Bassin
CO-CEO
JBS International, Inc.

Kevin Beverly
President
Social & Scientific Systems, Inc.

Michele Bolos
CEO & Founder
NT Concepts, Inc.

James Boomgard
President & CEO
DAI

Pamela Braden
President
Gryphon Technologies, L.C.

Karrye Braxton
President & CEO
Global Business Solutions, Inc.

Teresa Carlson
Vice President, Worldwide Public Sector
Amazon Web Services

Bonnie Carroll
CEO & Founder
Information International Associates, Inc.

Mel Chaskin
President & CEO
Vanguard Research, Inc.

Timothy Cooke
President & CEO
ASI Government

Frances Craig
CEO & Founder
Unanet

David Dacquino
CEO
Serco

Babs Doherty
President & CEO
Eagle Ray, Inc.

Ed Dolanski
President Global Services & Support
The Boeing Company

Angela Drummond
CEO & Founder
SiloSmashers

Lynn Dugle
CEO
Engility Corporation

Tom Eldridge
Senior Vice President, Government Affairs
SAIC

Kathleen Flanagan
President & CEO
Abt Associates

Sidney Fuchs
President & CEO
MacAulay Brown, Inc.

Randall Fuerst
President & CEO
Oceus Networks

John Gastright
Senior Vice President, Government Relations
DynCorp International

Heidi Gerding
CEO
HeiTech Services, Inc.

Gary Giarratano
President & CEO
Phoenix Management, Inc. (PMI)

Ellen Glover
Executive Vice President
ICF

John Goodman
COO
Accenture Federal Services

Sam Gordy
General Manager, US Federal and Government Industries
IBM

Mark Gray
President & CEO
ASRC Federal

Terry Hagen
President, Aerospace and Technology
Jacobs Technology, Inc.

Isiah Harris
President
AMERITAC, INC.

Daniel Helfrich
Federal Practice Leader
Deloitte

Jerome Hogge
Deputy Group President, Health Solutions Group
Leidos, Inc.

Timothy Hurlebaus
President
CGI Federal

Phil Kangas
Principal, Public Sector
Grant Thornton LLP

Nuhad Karaki
President & CEO
StellarPeak Corp.

Vince Kiernan
President
MCR, LLC

Barbara Kinosky
Managing Partner
Centre Law & Consulting, LLC.

John Lange
President & CEO
Madison Services, Inc.

Paul Leslie
CEO
Dovel Technologies

Dario Marquez
President & CEO
MVM, Inc.

Chris Marston
Lead Partner
KPMG LLP

Joseph Martore
President & CEO
CALIBRE Systems, Inc.

Cristina Mossi
Owner & CEO
Development InfoStructure, Inc. (Devis)

Susanna Mudge
President & CEO
Chemonics International Inc.

Sean Mullen
Vice President, U.S. Public Sector
DXC Technology Company

Trey Obering
Executive Vice President
Booz Allen Hamilton

Manish Parikh
Vice President
BAE Systems

Scott Price
Senior Vice President, National Security
Microsoft Corporation

Lawrence Prior
President & CEO
CSRA

Maria Proestou
CEO
DELTA Resources, Inc.

Venkatapathi Puvvada
President
Unisys Corporation

Dyson Richards
Executive Vice President
RGS

Anthony Robbins
Vice President, Federal
AT&T Government Solutions

Thomas Romeo
President, Federal Services Segment
Maximus Federal Services

Julian Setian
CEO
SOS International LLC (SOSi)

Donna Sibley
President
Sibley & Associates LLC

Peter Smith
President & CEO
AMERICAN SYSTEMS

Carey Smith
President, Parsons Business Unit
Parsons Government Services

James Smith
President
Westat

Rob Stein
Vice President, US Public Sector
NetApp U.S. Public Sector

Julie Susman
President & CEO
Jefferson Consulting Group

David Swindle
Group Executive Vice President
AECOM

William Vantine
President & CEO
Systems Planning and Analysis, Inc.

Robert Vincent
President & CEO
VW International, Inc.

David Young
Sector Vice President, Global Strategy and
Relations
Northrop Grumman Corporation,
Technology Services

Directors Emeritus

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

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

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

2017 MEMBER COMPANIES

10novate
 A.M. Fadida Consulting
 ABBTECH Professional Resources, Inc.
 Abt Associates
 Accenture Federal Services
 Acquisition, Research & Logistics, Inc.
 Advanced Concepts And
 Technologies International, LLC (ACT-I)
 Advanced Valuation Analytics, Ltd.
 AECOM
 Alion Science and Technology Corporation
 Allied Protection Services, Inc.
 Alltech International, Inc.
 AM Pierce & Associates, Inc.
 Amazon Web Services
 American Council of Engineering Companies
 AMERICAN SYSTEMS
 AMERITAC, INC.
 AMTIS, Inc.
 Anne Reed Consulting, LLC
 Arc Aspicio LLC
 Arena Strategic Advisors, LLC
 Arnall, Golden, Gregory LLP
 Arnold & Porter Kaye Scholer
 Aronson LLC
 Arthur J. Gallagher & Co.
 ASI Government
 ASM Research, An AFS Company
 ASRC Federal
 AT Kearney
 AT&T Government Solutions
 Atlas Research
 Attain, LLC
 Avascent
 Avetissian and Associates, LLC
 BAE Systems
 Baker Tilly
 Bald Eagle Apex Development Solutions
 Bank of America
 Banyan Global
 Barnes & Thornburg LLP
 BdExec Consulting, LLC
 BDO USA, LLP
 Berenzweig Leonard, LLP
 Berkeley Research Group
 Bixal
 BlackArch Partners
 Blank Rome LLP
 Bloomberg Government
 Blumont Engineering Solutions, Inc.
 Booz Allen Hamilton
 BrightKey
 Buchanan & Edwards
 Business Management Associates, Inc.
 BWX Technologies, Inc.
 C2 Technologies
 CACI International Inc.
 CALIBRE Systems, Inc.
 Capgemini Government Solutions
 Capital Edge Consulting, Inc.
 Capital One Bank
 Cardno
 CBIZ National Benefit Alliance, LLC
 CDM Smith
 Celero Strategies, LLC
 Centre Law & Consulting, LLC.
 CenturyLink
 CGI Federal
 Checchi and Company Consulting, Inc.
 Chemonics International Inc.
 Chenega Corporation
 Cherry Bekaert LLP
 Chess Consulting LLC
 Chickasaw Nation Industries, Inc.
 Chugach Alaska Corporation
 Cisco Systems
 Citizens Bank
 CM Equity Partners
 Coalfire Federal
 Cohere Technology Group, LLC
 CohnReznick LLP
 Comprehensive Health Services
 Conceras
 Condon Associates, LLC
 Cooper Consulting
 CORE International Inc.
 CostTrend Consulting, Inc.
 CoVant Management, Inc.
 Creative Associates International
 Crenshaw Consulting Associates
 Crowell & Moring LLP
 Crown Agents USA, Inc.
 CSR, Incorporated
 CSRA
 Cushman & Wakefield
 Customer Value Partners
 Cyrrus Analytics LLC
 DAI
 DCS Corporation
 DDL OMNI Engineering LLC
 DecisionPoint Corporation
 Deep Water Point, LLC
 Deloitte
 Delta Resources, Inc.
 Deltek
 Democracy International
 Dempsey Fontana, PLLC
 Development Essentials
 Development InfoStructure, Inc. (Devis)
 DEVEX
 DevTech Systems, Inc.
 Dewberry
 Dexis Consulting Group
 DHG
 Dierdre Murray & Associates LLC
 DLH Corp
 Dorris Consulting International (DCI)
 Dougherty & Associates, Inc. (DAI)
 Dovel Technologies
 DRT Strategies, Inc.
 Duane Morris, LLP
 DXC Technology Company
 DynCorp International
 E3 Federal Solutions
 Eagle Ray, Inc.
 EagleBank
 ECS Federal, Inc.
 Edwards Performance Solutions
 EGlobalTech
 EnCompass LLC
 Endela Logistics, Inc.
 Engility Corporation

Enlightenment Capital
 Ernst & Young, LLP
 ESOP Services, Inc.
 Espire Services, LLC
 Excell Consulting International
 FCE Benefit Administrators, Inc.
 Federal Insights, LLC
 Federal National Commercial Credit
 Federal Publications Seminars
 Financial Executives International
 Fintrac
 First National Bank
 FMP Consulting
 Focus Investment Banking
 Fors Marsh Group
 Fox Rothschild, LLP
 Fried, Frank, Harris, Shriver & Jacobson
 Fulcrum IT Services LLC
 GAP Solutions, Inc.
 Garvey Schubert Barer
 General Dynamics Information Technology
 Gilbert LLP
 Global Business Solutions, Inc.
 Global Dynamic Consulting
 Government Service Administrators
 Grant Thornton LLP
 Greenberg Traurig, LLP
 Greenleaf Integrative Strategies
 Gryphon Technologies, L.C.
 H.J. Steinger, PLLC
 Halfaker and Associates, LLC
 HARP
 Harris Williams & Co.
 Hegarty Research LLC
 HeiTech Services, Inc.
 Helios HR
 Herrick Technology Laboratories, Inc.
 Hogan Lovells US LLP
 Holland & Knight LLP
 Houlihan Lokey
 Huntington Ingalls Technical Solutions
 IBM
 ICF
 IDEMIA
 IEM
 IMS Health
 Information International Associates, Inc.

Integra Government Services International
 LLC
 IntePros Federal Incorporated
 International Development Group
 International Stability Operations Association
 Irving Burton Associates, Inc. (IBA)
 IT Shows, Inc.
 ITCON Services, LLC
 IWorks Corporation
 Jacobs Technology, Inc.
 JAMIS Software Corporation
 JBS International, Inc.
 Jefferson Consulting Group
 Jones Group International LLC
 JRC Integrated Systems
 JRH Consultants
 K&L Gates LLP
 KaiserDillon PLLC
 Kanava International
 Karsun, LLC
 Kaufman & Canoles, P.C.
 KAUR Strategies, LLC
 KBRwyle
 KE&T Partners, LLC
 Kearney & Company, P.C.
 Kelley, Drye & Warren
 KeyW Corporation
 Kforce Government Solutions (KGS)
 King George, LLC
 KippsDeSanto & Co.
 Klett Consulting Group, Inc.
 Koniag
 KPMG LLP
 Leidos, Inc.
 Lindbergh Counsel LLC
 LMI Consulting
 LogiCore Corporation
 Lohfeld Consulting Group, Inc.
 Longeviti, LLC
 Louis Berger
 Lukos
 M&T Bank Corporation
 MacAulay Brown, Inc.
 MacQuarie Capital
 Madison Services, Inc.
 Making Cents International
 Management Concepts Inc.

Market Connections, Inc.
 Maximus Federal Services
 McKean Defense Group, LLC
 MCR, LLC
 ME&A (Mendez England & Associates)
 Merito Group
 Microsoft Corporation
 Miles & Stockbridge P.C.
 Missionmark
 Morrison & Foerster LLP
 Mott MacDonald, Inc.
 MV Financial
 MVM, Inc.
 Mythics
 Na Ali'i Consulting, LLC
 NAM Consulting, LLC
 Nathan Associates Inc.
 National Contract Management Association
 Native American Contractors Association
 Native American Insurance Services
 NCI, Inc.
 Neel, Hooper & Banes, P.C.
 NeoSystems Corp
 NetApp U.S. Public Sector
 NFA Consulting, LLC
 Noblis NSP
 Norris & Associates, Inc.
 Northern Virginia Technology Council
 Northrop Grumman
 NT Concepts, Inc.
 NutraSource, Inc.
 Oceus Networks
 Onetegrity, LLC
 Oracle USA, Inc.
 OXUS Group
 PAE
 Palladium
 Paltech, Inc.
 Panagora Group
 Parker Tide
 Parsons Government Services
 Patriot Group International
 Peerless Support Solutions, LLC
 Perfecta Federal
 Phoenix Management, Inc. (PMI)
 PilieroMazza PLLC
 Pillsbury Winthrop Shaw Pittman LLP

2017 MEMBER COMPANIES

PingWind Inc.
 Pleasant Valley Business Solutions (PVBS)
 Pluribus International Corporation
 PNC Financial Services Group, Inc.
 Precise Systems, Inc.
 Public Contracting Institute
 QUADelta, Inc.
 Radcliffe Global Solutions
 Raymond James & Associates, Inc.
 Red Team Consulting
 Regions Financial Corporation
 Renaissance Strategic Advisors
 Republic Capital Access
 RG
 RGS
 RSM
 RSR International, LLC
 Russell Reynolds Associates
 RyanSharkey, LLP
 Sabre Systems, Inc.
 Sagent Advisors
 SAIC
 Salient CRGT
 Sandy Spring Bank
 Saul Ewing Arnstein & Lehr, LLP
 Schambach & Williams Consulting
 Scott Advocates PLLC
 Segura Consulting LLC
 Sehlke Consulting, LLC
 Serco
 Serka Federal Services, LLC
 Shenandoah Fleet Maintenance and Management
 Sibley & Associates LLC
 SiloSmashers
 Smith Pachter McWhorter PLC
 Social & Scientific Systems, Inc.
 Social Impact
 Sodexo Government Services
 Solers, Inc.
 Sonjara, Inc.
 SOS International LLC (SOSi)
 Souktel Digital Solutions
 Southeastern Computer Consultants, Inc.
 Southern Maryland Navy Alliance
 Squire Patton Boggs (US) LLP
 Standard Technology, Inc.
 StellarPeak Corp.
 Stifel
 Stout, Risius, Ross, Inc.
 SunTrust
 Sutherland Government Solutions, Inc.
 Systems Planning and Analysis, Inc.
 T47 International, Inc.
 Tatum, A Randstad Company
 TD Bank
 TechFlow, Inc.
 Tech-Marine Business, Inc.
 Technology Security Associates, Inc. (TSA Inc.)
 TechnoMile LLC
 Tetra Tech, Inc.
 The Ambit Group
 The Boeing Company
 The Boon Group, Inc.
 The Federal Market Group, Ltd.
 The KonTerra Group
 The MayaTech Corporation
 The McLean Group, LLC
 The QED Group, LLC
 The Tauri Group
 The Touloumes Group
 Tifco Industries, Inc.
 Toomey Technologies
 Training Resources Group, Inc.
 Transformation Systems, Inc.
 Unanet
 Unisys Corporation
 University Research Co., LLC
 Vanguard Research, Inc.
 Venable LLP
 Vencore
 Ventera Corporation
 Vinson & Elkins LLP
 VISTA Technology Services, Inc.
 VW International, Inc.
 Wavefront Research, Inc.
 Wayne A. Keup, PLLC
 WBB
 Wells Fargo Bank
 Wells Fargo Capital Finance, Government Services Group
 Westat
 White Oak Investments LLC
 Wiley Rein LLP
 Williams Mullen
 Windwalker Group LLC
 Wolf Den Associates, LLC
 Womble Bond Dickinson (US) LLP
 Woodward Communications
 Xcelerate Solutions
 Xenith Bank
 XLA
 Xpiori LLC
 Z2B, LLC
 Zolon Tech Inc.
 ZRG Partners, LLC

JOIN PSC

2018 Membership Application



New member application

Renewal

Save time by renewing online at www.pscouncil.org

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

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

Company Information

Company Name: _____ Website: _____
 Main Telephone: _____ # of Field Offices: _____ # of Employees: _____
 HQ Address: _____ Fiscal Year Begins: _____

Company description of 25 words or less (to appear in the online membership directory):

Which categories describe your core business? (check all that apply)

- Banking/Lending
- Commercial Real Estate
- Construction
- Consulting
- Cybersecurity
- Engineering
- Other _____
- Environmental Services
- Executive Search
- Facilities Management & Logistics
- Human Resources
- Insurance
- Intl. Development
- Investigation/ID Svcs.
- IT Services/Solutions
- Legal
- Marketing/PR
- Operations & Maintenance
- Project Management
- Public Affairs
- Risk Management
- Security
- Software Development
- Telecommunications
- Training
- Tax and Accounting

Business Classifications (check all that apply)

- Native American
- Native Hawaiian
- SDVO
- SB
- SDB
- Other: _____
- WO
- 8(a)
- ANC
- MO
- Hubzone

Government Customers (Regular members check all that apply)

- CIA
- DIA
- DOD
- DOI
- DOL
- DHS
- DNI
- DOE
- DOJ
- DOT
- FAA
- FBI
- HHS
- NASA
- NGA
- NSA
- State
- USAID
- VA
- Other _____

Dues

Regular Membership Dues: Most recent year's Corporate-wide Gross Annual Revenue (GAR) \$_____. Based on your GAR, select the dues category that defines your company:

Associate Membership Dues: Please select the dues amount for the category that applies to your company.

GAR Amount	Dues
<input type="checkbox"/> Less than \$3M	\$750
<input type="checkbox"/> \$3M - \$60M	GAR *300 (Ex: \$20M x 300 = \$6,000)
<input type="checkbox"/> \$60M - \$100M	\$20,300
<input type="checkbox"/> \$101M - \$300M	\$28,200
<input type="checkbox"/> \$301M - \$500M	\$32,700
<input type="checkbox"/> \$501M - \$1B	\$39,000
<input type="checkbox"/> \$1B - \$4B	\$43,000
<input type="checkbox"/> Greater than \$4B	\$46,000

Company Type	
Financial Institutions	
<input type="checkbox"/> Less than \$750M in assets	\$3,700
<input type="checkbox"/> \$750M - \$10B in assets	\$5,700
<input type="checkbox"/> Greater than \$10B in assets	\$7,400
Law Firms	
<input type="checkbox"/> 1 - 40 lawyers	\$3,700
<input type="checkbox"/> 41 - 99 lawyers	\$5,700
<input type="checkbox"/> 100 or more lawyers	\$7,400
<input type="checkbox"/> Other Professional Services Firms	\$7,400

Key Contract Information & Council Designations

Please enter the names and contact information for the individuals that will manage your PSC membership along with the information of the functional roles listed below.

Key Executives	Name	Corporate Title	Phone Number	Email
Principal PSC Contact*				
Primary PSC Contact^				
CEO				
CFO				
CIO/CTO				
COO				
General Counsel				
Head of Business Dev.				
Head of Contracts				
Head of Govt. Relations				
Head of HR				
Head of PR/Communications/ Marketing				
Security Clearances Lead				
Strategy Lead				

*The principal point of contact is typically in a leadership role within your organization. They are the main billing contact and contact for association issues.
 ^The primary point of contact is the main contact for updates to the corporate roster, and is the secondary billing contact.

Acquisition & Business Policy	Defense & Intelligence	International Development	Civilian Agencies	Technology
Contact:	Contact:	Contact:	Contact:	Contact:
Title: _____	Title: _____	Title: _____	Title: _____	Title: _____
Email: _____	Email: _____	Email: _____	Email: _____	Email: _____

Acceptance

Affairs of the Professional Services Council are conducted in accordance with our Charter, [Bylaws](#) and [Code of Professional Conduct](#). I hereby acknowledge that I am aware of PSC's Code of Conduct and agree to adhere to its terms. Dues cover one year of membership, established by the acceptance date of this application, which is subject to approval by the PSC Board of Directors. Please allow up to two weeks for processing.

Signature _____ Title _____ Date _____

Payment Information: Total Dues Enclosed: \$ _____

- Check enclosed or in transit (make payable to Professional Services Council)
- Please Invoice me: _____
- Charge to Card Number: _____
 Expiration Date: _____
 Cardholder Name: _____
 Cardholder Signature: _____

PSC dues are 96% allowable for inclusion in the indirect rates of government contractors.

93% may be deducted for federal income tax purposes. According to IRS regulations, the portion of dues allocable to lobbying activity is not tax deductible.

Dues paid to PSC are not deductible as charitable contributions. Please consult your tax advisor for individual assistance for your specific situation.

Professional Services Council
 Attn: Membership
 4401 Wilson Blvd., Suite 1110
 Arlington, VA 22203

PSC STAFF



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



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



Vice President,
Government Relations
Cate Benedetti
703-875-8117



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



Vice President,
Technology
Kevin Cummins
703-778-7557



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



Vice President,
Defense & Intel
Ryan McDermott
703-875-9146



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



Vice President,
Finance
Robert Piening
703-875-8164



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



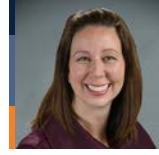
Director,
Membership
Matthew Busby III
703-778-7556



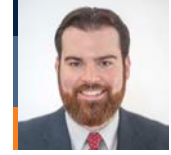
Director,
Vision Market Forecast
Michelle Jobse
703-778-8022



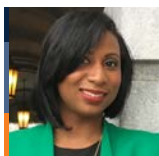
Director,
Marketing
Cassie Katz
703-875-8986



Director,
Events
Andrea Ostrander
703-778-8021



Director,
Public Policy
Jeremy Madson
703-875-8392



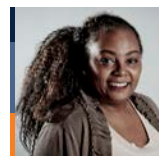
Director,
Media Relations
Ashlei Stevens
703-875-8974



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



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



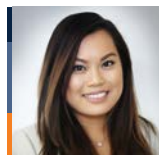
Office Manager
Karen Holmes
703-875-8059



Associate,
Digital Marketing
Natalie Johnson
703-875-8183



Associate,
Research & Analysis
Amanda Swanson
703-778-7555



Associate,
Membership
Tara Vilaychith
703-778-7554



Executive Assistant
Laurie Roberts
703-778-8168







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