



Council of International
Development Companies (CIDC)



5th Annual
Development Conference

Presented by PSC

INTELLIGENCE REPORT

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PSC is pleased to present the CIDC Conference Intelligence Report, a comprehensive summary of the day's events. Our fifth CIDC Conference was held at the Key Bridge Marriott in Arlington on December 5, 2017. Building on the success of our earlier conferences, we hosted a record number of attendees, supported by record sponsorship. This is a credit both to CIDC's advocacy efforts and the recognition of the value provided to our member companies. Just as important, it is a testament to you, the members, for the time and effort you put into the CIDC. For that, I truly say, "Thank you!" Speaking of sponsors – thanks to AECOM for making this report possible.

Your voice matters. Ask me how to stay engaged with all of PSC's initiatives, and we can continue to improve international development efforts together.

Paul Foldi
VP for International Development Affairs, PSC

ABOUT PSC

The Professional Services Council is the national trade association of the government technology and professional services industry.

PSC members receive discounted admission to PSC events such as the Development Conference, and countless additional benefits, including:

- Unlimited participation for your senior executives and company staff;
- Access to unparalleled members-only policy and business intelligence insights to drive your decision making;
- Engagement with the most senior government and industry officials through PSC programs and events to grow your professional network;
- Opportunities to enhance and position your brand and executive team as thought leaders among your peers in the industry and government to drive business development.

2017 Executive Advisory Board

PSC is pleased to present the 5th Annual Development Conference Intelligence Report, which provides key highlights from the Development Conference. More than 200 industry and government executives came together to discuss key trends affecting our market, including the role of international development in U.S. foreign policy and the importance of transparent data in development. The report includes a keynote address from acting Deputy USAID Administrator Wade Warren; an overview of global stability trends from the executive director of the Fund For Peace; and a fascinating look at the evolving role of development in fragile states through the lens of the Niger delta.

I would like to take this opportunity to personally thank our sponsors and conference presenters for making this event possible. Their commitment and support led to event's success and allowed us to make real progress toward a productive government/industry partnership. You can find a list of our sponsors in the pages that follow.

While we face many issues in 2018, from potential budget cuts to the possibility of a significant agency reorganization and resource reallocation, the need for the CIDC and its member companies to remain active and engaged is critical. I look forward to working with our Executive Advisory Board, including CIDC Vice Chair, Devis CEO Cristina Mossi, and the rest of the CIDC membership to make a positive difference to address these pressing challenges and achieve our common goals.

All the best,
Jan Auman
President, Tetra Tech International Development Services



Vice Chair
Cristina Mossi
Owner & CEO
Development InfoStructure, Inc.
Devis



Eric Bjornlund
President
Democracy International



Eric Boyle
Vice President
ICF



Tessie Catsambas
CEO & CFO
EnCompass LLC



Mihir Desai
CEO
Dexis Consulting Group



Leland Kruvant
President
Creative Associates International



Susanna Mudge
President & CEO
Chemonics



Zan Northrip
Senior Vice President
U.S. Government Business Unit
DAI



Carol Yee
COO
Kanava International

Welcome Address

David Berteau,
President & CEO
PSC



PSC's Council of International Development Companies (CIDC) hosted its 5th Annual Development Conference in Arlington, Va. on December 5, featuring a variety of presentations by experts from government, academia, NGOs and the private sector. We were delighted to have keynote speaker Wade Warren of USAID, who kicked off our half-day event, which was attended by 200 individuals from a host of firms. The food-for-thought was plenty for the new year and will support PSC member companies in their critical international development aid efforts.

Thank you to all the sponsors who made this event possible! Stay in touch with our CIDC to find out how you can remain engaged with PSC and the critical international development work throughout the year.

Keynote Introduction Sponsor:

Zan Northrip
Senior Vice President
U.S. Government Business Unit
DAI



Wade Warren Assistant to the Administrator USAID

Opening Keynote



- USAID Assistant to the Administrator for the Bureau for Policy, Planning, and Learning Wade Warren is no stranger to international development work, with experience at the State Department and 13 years in USAID's Bureau for Africa. He covered the Administrator's vision for the agency and emphasized the importance of harnessing the private sector.
- Mr. Warren touched on a number of internal reforms, including the U.S. State Department redesign efforts lead by Secretary Tillerson, and procurement reform in the agency. He detailed the agency's desire to increase use of procurement mechanisms outside the traditional grants, contracts, and cooperative agreements to achieve co-finance and co-creation.
- Mr. Warren noted the unique and important capabilities of contractors, from scaling to staffing to creativity. He lamented the agency's budgetary concerns and assured industry of more to come in the form of mission guidance upon release of the administration's National Security Strategy.

"The purpose for foreign assistance is to end the need for its existence."

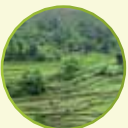


Social Media Mentions



Jane Gotiangco // @jane_gotiangco

Wade Warren of @USAID says health and humanitarian assistance make up 60% of what USAID does and we shouldn't expect that to change @Chemonics @PSCSpeaks #DevConf17



Jessie // @_je33ie

60% of @USAID programming is for health and humanitarian assistance, Wade Warren expects this focus to remain moving forward #DevConf17



Ben Mann // @bhmman

Wade Warren-5 key @USAID reforms underway: 1)Advancing goal of self reliance;2)Strengthening core capabilities;3)Strengthen interagency coordination;4)Empowering people to lead; &5)Respecting tax payer investments. Also expand mechanisms for procurement (BAAs, GDAs) #DevConf17

The Intersection Between Health and Security: The DoD's Role in Global Health

Dr. Terry Rauch, (Acting) Deputy Assistant Secretary of Defense for Health Readiness Policy and Oversight, Military Health System

Global health threats represent a significant threat to United States and global security, representing \$60 billion in annual expected loss due to pandemics.

The Department of Defense must protect forces before and during deployments, while also working with host militaries to prevent HIV/AIDS, research vaccines, and other countermeasures, provide medical support, and respond to infectious disease outbreaks. The military must rely on contractors for logistical support in achieving these missions, particularly at the COCOM level.



*"We are in a predictably unpredictable world.
We have global and environmental concerns that we all must be aware of."*

Is the World Really Becoming Less Stable?

J.J. Messner, Executive Director, The Fund for Peace



- Fragility found any place in the world affects the entire global community, but is not always well-defined or measured. Unlike failure which suggests finality, fragility implies a potential for recovery and improvement. The Fund for Peace uses a complex set of indicators around economics, governance, social issues, and external influences to track fragility in a country over time.
- It is important to recognize where improvements are being made. Countries like Sierra Leone have shown improved stability in spite of having previously been a most critical failed state. Other countries, like Great Britain and the United States, are seeing a rise in great grievance indicators and reduce social cohesion. Ultimately, we should be most interested in comparing countries against themselves.
- More can be done to improve our understanding of fragility. We are still missing dynamics that cut across borders and are specific to regions and even cities. However, if we ignore general trends, we may under or overestimate the fragility of a nation with consequence.

What Foreign Assistance Could Do for National Security if Only...?

Gregory D. Foster, Professor of National Security Studies, National Defense University

We must see the inconsistencies between the practices we preach and the actions condoned abroad. The lure of militarism is illogical; we cannot prepare for peace by preparing for war. If only preconceived notions of national security were not synonymous with defense. There is little room in the national security space for free thinkers, new ideas, and innovation.

We must manage the underlying causes of instability and other threats to security. Foreign assistance is crucial to these efforts where even security is a function of societal wellbeing rather than military affairs. The big question is, how can we better reallocate funds to address drivers of instability and threats to national security?



Social Media Mentions



Tetra Tech Int'l Dev // @TetraTechIntDev

"Disease crises can destabilize governments, erode public trust, and pose major threats to public order and governance." - Dr. Terry Rauch, Military Health Systems, @DeptofDefense. @PSCSpeaks @IntDevCompanies #DevConf17



Leah Quin // @LeahQuin

When is Sierra Leone better off than South Africa? When you look at trend lines, says @jjmessner of @fundforpeace. Where are these countries headed? #DevConf17



Taylor Wilkerson // @THWilkerson

Foster of @NDU_EDU Achieving Security requires a strategic vision, not just a traditional "Projection of Power" perspective #DevConf17



More than 200 attendees networked during the conference.



The Evolving Role of Development in Fragile States

Heather Kulp, Executive Director, Niger Delta Partnership Initiative



Fragility is a complex web of interconnected problems. Approaches to development must truly understand this requires nimbleness and flexibility. Implementation will never match design in these sorts of dynamic environments.

These initiatives can't be accomplished alone. Firms must identify people with a common goal, co-create intervention strategies, and harness the resources and skillsets available in many different sectors. Firms should aim to create a whole that is greater than the sum of its parts.

Ultimately, those involved in development must ask how they can create peace. In building long-lasting economic stability, there must also be incentive to invest in peace.



Thinking and Working Politically: Passing Fad or Development Panacea?

Larry Garber, Senior Technical Adviser, Digital Mobilizations Inc.



Politics is a means, and politics is an end. Thinking and working politically is increasingly critical in a dynamic global environment. Project implementation must be flexible to account for this.

Implementing partners and development agencies should not be interfering in local political processes, but inevitably we are. Firms ought to identify and empower local leaders and entrepreneurs to address complex political problems in their communities. We must ensure that these engagements reach even the non-privileged, non-elite segments of a society.



Social Media Mentions



The Fund for Peace // @fundforpeace

Piloting, sometimes failing, but learning from those failures, is how innovation happens. @HKulp @Ndplfdn #DevConf17



Eric Boyle // @EricBoyle

Another important note from @HKulp at #DevConf17: there will be changes and roadblocks. Don't think you have all the answers at the start of the project.



Chemonics // @Chemonics

Larry Garber of @DMI2002 quotes our piece on political economy analysis in his #DevTalk at #DevConf17.



Jane Gotiangco // @jane_gotiangco

Whether we like it or not, international development efforts are inherently political, says Larry Garber, Digital Mobilizations, Inc. @PSCSpeaks @Chemonics #DevConf17

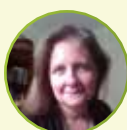
Blockchain and Development – What You Need to Know

Nick Martin, Founder and CEO, TechChange



Immutable data, distributed trust, and new abilities in privacy and security make blockchain technology a valuable asset in international development. Though the technology is complex and somewhat inaccessible, it can be used to enhance trust and collaboration amongst partners and reduce fraud and mismanagement.

There's a lot more transparency in the bitcoin community today. The digital currency world is growing a lot larger.



Kerry Bruce // @kbruce2001

@ncmart @TechChange rocks the explanation of #blockchain and why development practitioners should care. Increase trust, efficiency and create a permanent record. #DevConf17 @PSCSpeaks



Banyan Global // @Banyan_Global

How does #blockchain relate to international development? Can be used for social impact: to manage supply chains, store health records, and more. - @ncmart of @TechChange #DevConf17

Open Data in Developing Economies – Evidence-Based Strategies for Creating an Open Data Impact

Abdul Bari Farahi, Technical Advisor, mSTAR



- What makes open data uniquely relevant to developing economies? How can the impact of open data on developing economies be captured and evidence be developed? How can open data be leveraged as a new asset for development?
- Open data lead to better quality data and more exposure to and oversight by citizens, government, and non-government actors. Though challenges remain, open data may improve governance, empower citizens, and create economic opportunity.



Social Media Mentions



Siobhan Green // @siobhangreen

#DevConf17 Responsible Data Practice Guidelines are all about balancing tensions, and context driven. @USAID_Digital @mSTAR_Project @sonjarainc



Souktel // @souktel

Live at @PSCSpeaks @IntDevCompanies #DevConf17: Great talks on leveraging #data responsibly for decision making: Insights from @USAID @mSTAR_Project & @Georgetown on how to do it well. #globaldev #ICT4D #m4d

Data for Decision Making - How Improvements in Data Collection and Analysis Can Improve Development Outcomes

Sabeen Dhanani, Team Lead in the Center for Digital Development, U.S. Global Development Lab, USAID



From definition to distribution, data has its own lifestyle. Current data collection processes can be time- and resource-intensive, however there are many tools available in the digital age.

Data have been successfully leveraged in Ethiopia and Zimbabwe, amongst others. As stated by USAID Administrator Mark Green, “we will use data and evidence and lessons learned to ensure the effectiveness and strategic priorities are better reflected in our future programming.”

General Data Protection Regulation - The Impact of Impending EU Data Rules on AID's Implementing Partners

Dr. Clare Sullivan, Professor and Fellow, Georgetown University



- GDPR focuses on personal data, the rights of data subjects, and balancing data rights with public benefit. The European model for data rights is based on a system of human rights, wherein harm is created by infringement upon those rights.
- Personal data belong to the natural person. There must be transparency in data processing and only minimal data must be collected. They may not be stored too long, and there must be procedures in place to ensure their security
- Accountability in data goes straight to the data controller.

Development Data for Benefit: Integrating Ethical Considerations and Reducing Harm

Dr. Subhashini Chandrasekharan, Consultant, HealthEnabled



Mary, an HIV-positive woman living in Africa, must go through unnecessary hurdles to be diagnosed and receive treatment for her disease. What does being responsible with her data and all data mean?

Data create tension where privacy loss, misuse, and unintended use are possible outcomes. Good practices allow privacy, transparency, and effective decision-making. Risks and benefits of data vary by context, and we must be flexible, forward-looking, and evidence-informed to ensure responsible data practices.



Social Media Mentions



Taylor Wilkerson // @THWilkerson

Dr. Clare Sullivan of @GeorgetownLaw discussed data security. Something that is not discussed enough as we collect health data from people around the world. Not just legal issue; how do we make sure personal data is used ethically? #DevConf17



Chemonics // @Chemonics

Consider both sides of health data: information for practitioners AND patients. What are our responsibilities? Privacy, security, quality, compliance, openness, accountability. - Shubha Chandrasekharan of @HealthEnabled #DevConf17

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We've worked to promote quality of life and sustainable economic growth in developing countries for more than 60 years. Today, we are one of the world's largest International Development service providers, delivering solutions in over 100 nations.

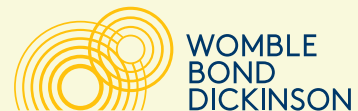
We are a global team of professionals with diverse areas of expertise and a shared goal: to deliver effective, innovative solutions to today's critical global challenges while building the foundation for lasting, sustainable change.

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PREMIER



**CIDC Vice Chair
Cristina Mossi,
Owner & CEO
Development
InfoStructure, Inc.
Devis**



The PSC Council of International Development Companies (CIDC) creates a dynamic, sustainable advocacy platform for U.S. development companies. The CIDC engages in thought leadership and high-level dialogue with USAID through monthly committee meetings, an annual conference and other special events.

In addition to advocating, educating and facilitating engagement on pressing international development issues, CIDC also informs and advocates on contracting, regulatory, legislative, business process and business development issues.

Learn more about PSC and the Council of International Development Companies, and upcoming programs at www.pscouncil.org, and follow the PSC and CIDC on social media: @PSCspeaks / @intdevcompanies.





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