

# PSC

## Membership Overview



# Why join PSC?

PSC is valued by more than 400 federal contracting and federal contracting support companies

PSC shapes the market

PSC provides unparalleled business and market intelligence

PSC facilitates executive level discussions w/ government leaders and industry executives

PSC continues to be the most visible thought leader on issues that matter

PSC provides a unique and valuable channel to project your thought leadership

# Mission & Priorities

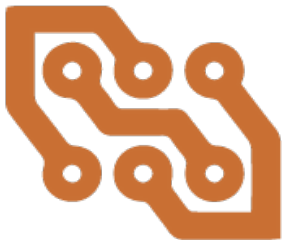
PSC's mission is simple and focused: to provide unparalleled value to our members by being the leading advocate and resource for the government technology and professional services industry.



Demonstrate the value of government contracting and contractors by advocating for the reliance on the private sector



Help the government become a "smart buyer" by improving acquisition outcomes and promoting competitive contracting



Promote technology and innovation to achieve agency mission results



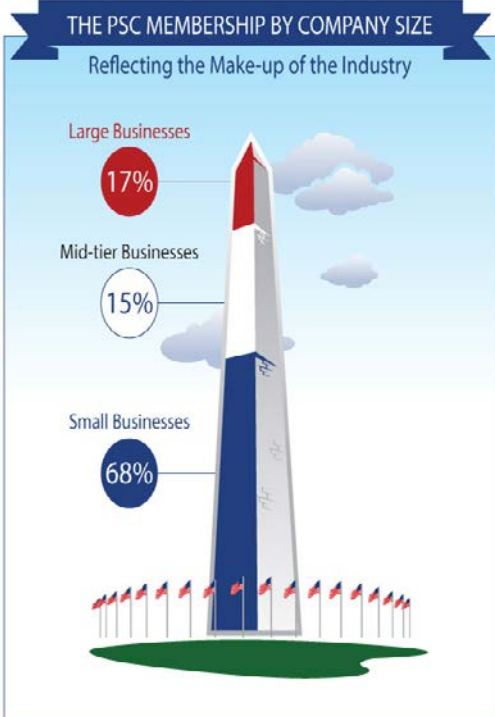
Help PSC members build workforces to meet future government missions and provide trainings



Maintain PSC as a world-class association and develop the PSC Foundation as a world-class research and educational activity

# Membership

More than 400 federal contracting and federal contracting industry focused companies



**Solutions:** Diverse but concentrated in professional services, technology and training

**Size:** Representative of the federal technology and professional services market

**Geography:** Balanced across federal government

# Value

“Insight and engagement with government at a senior level as well as learning from people who are typically competitors, but since we want to improve the gov’t to business relationship, there is great knowledge gained through collaboration and networking.”

- PSC Member



## Advocacy and Policy Leadership

Contribute to policy discussions that enhance the critical partnership between the federal professional services industry and the federal government.

- Legislative Advocacy
- Congressional Testimony
- Regulatory Monitoring & Commenting
- Agency Collaboration
- Coalition Building
- Media Outreach



## Business Intelligence

Access to unparalleled members-only policy and business intelligence.

- Market & Policy Briefing
- Services Sector Review
- Vision Federal Market Forecast
- Acquisition Policy and CIO Surveys
- *Service Contractor Magazine*
- PSC Daily



## Executive Programming and Networking

Engage with the most senior government and industry officials through our programs and events.

- Annual, Vision Federal Market Forecast, Tech Trends, & Development Conferences
- Council & Committee Meetings
- Special Events and Training



## Branding and Exposure

Utilize PSC’s unique channels to reach the senior most industry and customer leaders.

- Sponsorships
  - Annual Packages
  - Conferences
  - Council Meetings
  - Special Events
- Advertising
  - PSC Daily
  - *Service Contractor Magazine*
- Partner Publications & Co-Sponsored Events

# Councils

“Since being a member, we have gained greater insight into legislative and regulatory issues surrounding government acquisition, business and technology.”

- PSC Member



**Acquisition & Business Policy Council**

Government-wide, major acquisition policy issues

**Technology Council**

Government-wide, technology issues from cyber to cloud, from commercial innovation to speed to market

**Council of International Development Companies**

Advocate for companies with interests in USAID and foreign assistance/aid

**Civilian Agencies Council**

Advocate for companies with interests in DHS, HHS, VA, and DoE

**Defense & Intelligence Council**

Advocate for companies with interest in DoD and the IC

# Vision Federal Market Forecast

The **Vision Federal Market Forecast** is the ONLY non-profit federal market forecast that addresses the defense, civilian, and federal IT markets.

- Insights from hundreds of government executives, think tank experts, congressional staff and Wall Street analysts who take part in non-attribution interviews.
- Concise, quantifiable assessment of the budgets, programs, priorities, and issues in a rapidly changing environment.
- **Two ways to engage:**
  - Participate in the Executive Level Interviews
  - Attend the conference

## Agenda highlights include:

- Macro-Economic and Defense Topline Forecast
- Federal IT Budget Forecast
- Federal Services Review
- Acquisition Trends
- Agency specific analysis of budgets and programs



# Publications and Webinars

“PSC gives you the pulse of industry very well.”  
 - PSC Member



February 9, 2017  
**COUNCIL CORNER**  
 CIDC Welcomed USAID Inspector General Ann Calvaresi-Barr

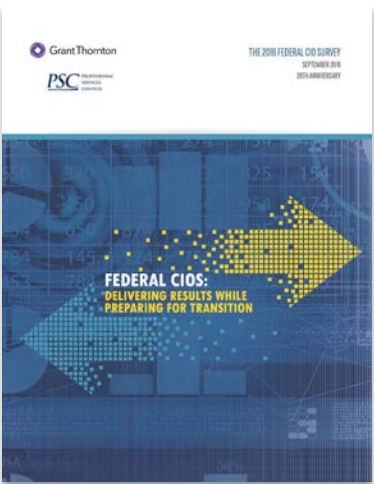
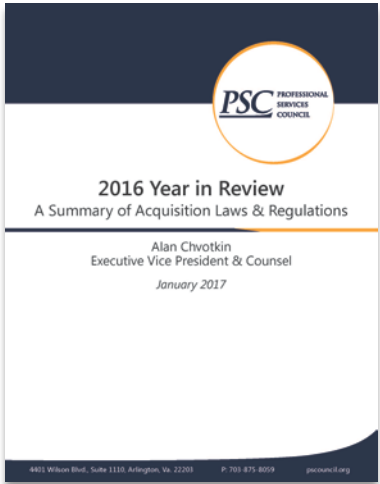
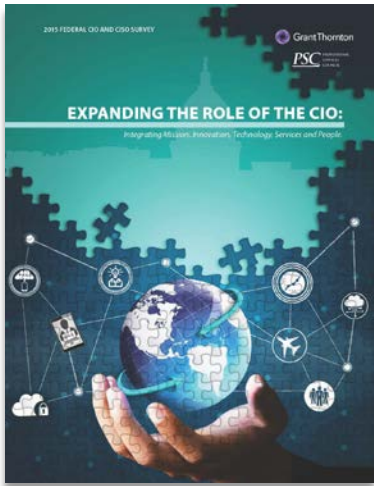
Last month, USAID's Inspector General Ann Calvaresi-Barr briefed members on the plethora of IG activities and initiatives that her office is engaged in. She described how she leveraged her years of prior experience at both the GAO, where she served as a Senior Director, and most recently as the Department of Transportation's Principal Assistant Inspector General for Auditing and Evaluation. She emphasized with CIDC members 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. Unfortunately, we only had an hour of her time, but we have arranged for an extended discussion with her staff here at PSC on March 3rd. [Register here.](#)

Thanks to substantial input by members, we submitted PSC's comments in response to their questions related to ADS 304 Choice of Instrument, and, in particular, as it related to the Democracy and Governance programs. See below for comments.

Rex Tillerson was sworn in as Secretary of State on February 1. As part of our [Trump Transition Resources Center](#), you can read Tillerson's testimony, his responses to Questions for the Record and a host of PSC letters and public statements on nominations and executive actions on our website. Still no word on a USAID Administrator nominee.



# Reports and Analysis



“They have a great reputation – they are very much involved in the legislative process – they pay attention to what’s going on in regulation – very active.”  
- PSC Member

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## A PSC member can:

- Access member-only content
- Join the discussion by adding themselves to PSC distribution lists
- Network with industry and government leaders by registering for events & meetings
- Tell us more about themselves by editing personal or team contact information
- Look for teaming partners and friends by searching the membership list

The screenshot shows the PSC Professional Services Council website. The header includes the PSC logo, navigation links (JOIN, ABOUT, ISSUE AREAS, EVENTS, COUNCILS, RESOURCES), and a search bar. A large banner image features a group of people in an office setting with the text "Advocating for the Federal Contractor" and a "Learn More" button. Below the banner are three columns of content:

- TRENDING TODAY:** Three press release items with "More" buttons. The first is "PSC Applauds Senate Passage of the Modernizing Government Technology Act". The second is "Civilian Agencies Spotlight September 2017". The third is "Northern Virginia Chamber, PSC Announce 2017 Government Contractor Award Finalists".
- HAPPENING NOW:** A tweet from @PSCSpeaks: "Happening Now: @USAID Senior Advisor, Jim Richardson addresses PSC's CIDC. Thanks to @abassociates for sponsoring! ow.ly/TJ9i30fuYou". Below the tweet are two small video thumbnails.
- UPCOMING EVENTS:** Three event listings with dates and titles: "OCT 05, 2017 ABPC: Smart Contracting Working Group", "OCT 13, 2017 Government Affairs Committee Meeting", and "OCT 18, 2017 Want To Tell the Army How To Reform Its Acquisition?".

At the bottom of the page, there is a dark blue bar with the text "PROVIDING VALUE TO MEMBERS SINCE 1972".

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# 2018 Major Events



## [2018 Leadership Summit](#)

*Jan. 28 - 29 | Washington, DC*

This exclusive event is by invitation only for the PSC Board of Directors and C-level executives from regular PSC member companies. Attendees will have the opportunity to provide input on PSC's strategic refresh and Elaine Duke, Deputy Secretary of DHS, will be a featured keynote speaker.



## [Federal Strategic Planning Forum](#)

*Feb. 5 | Arlington, VA*

Get insight into how to hone your corporate strategy during a period of uncertainty. Join PSC for an executive level discussion on the major challenges facing the government contracting industry and the longer-term market impact on defense, services and technology companies.



## [SCA Training](#)

*Feb. 28 - Mar. 1 | Arlington, VA*

If you are competing for the award of a service contract, or performing a service contract and administering your responsibilities under SCA, this two-day course is critical to understanding SCA and ensuring fair competition and full compliance throughout performance of the awarded contract. The course is designed to provide important information for all personnel in your company whose work may involve covered service workers. Additional SCA trainings will be offered on June 19-20 and Nov. 6-7.



## [Annual Conference](#)

*April 22 - 24 | The Greenbrier Resort  
in West Virginia*

Don't miss the exclusive government contracting conference for PSC members! Join industry leaders to explore how to transform today to meet tomorrow's challenges. Explore issues facing the government professional and technology services industry in an exciting and distinctive post-election environment. **\*\*Early bird rate now available\*\***



## [FedHealth Conference](#)

*June 25 | Silver Spring, MD*

Join senior executives from across industry and government to discuss critical industry policy and acquisition priorities in civilian and military health. Speakers from HHS, VA, and DoD will discuss their needs and challenges so that industry can better determine where the federal health market is headed.

# 2018 Major Events (Continued)



## [Acquisition Conference](#)

July 18 | Arlington, VA

Interested in federal acquisition reform and rapid acquisition efforts occurring in the Federal government? Learn how PSC is working toward an outcome-oriented federal services acquisition process and how you can get engaged.



## [PSC Golf Tournament](#)

Sept. 13 | Westfields Golf Club in Clifton, VA

Join PSC members on the green for a fun round of golf, followed by a networking lunch.



## [Federal Law Enforcement Conference](#)

May 7 | Arlington, VA

Given the administration's focus on law enforcement and security, this is an opportunity for industry to engage with key government executives on law enforcement challenges. Speakers from DHS, DOJ, and other law enforcement agencies will discuss their priorities, and industry leaders will discuss where the market is headed.



## [Tech Trends Conference](#)

Sept. TBD | Washington, DC Region

Hear directly from senior government officials and engage on the top IT issues facing the federal government. At this unique half-day conference, you'll be the first to hear the results of PSC's extensive survey of federal IT and cybersecurity leaders and gain valuable insights on how to help the government deliver more effective mission results.



## [Vision Federal Market Forecast](#)

Oct. 29 - 30 | Falls Church, VA

Be the first to get the results and analyses of PSC's annual Vision Federal Market Forecast. The Forecast delivers insights from hundreds of government executives, think tank experts, congressional staff and Wall Street analysts who take part in non-attribution interviews. It also provides a concise, quantifiable assessment of the budgets, programs, priorities, and issues in a rapidly changing environment.



## [Development Conference](#)

Dec. 4 | Arlington, VA

PSC's Council of International Development Companies will have its 6th Annual Development Conference on December 4, 2018 at the Key Bridge Marriott in Arlington, Virginia. This half-day conference will explore the factors shaping the evolution of international capacity building, related shared government and international development company (IDC) objectives, and the roles and contributions of IDCs supporting U.S. government agencies' critical missions.

# Types of Membership

## Regular Membership

Available to for-profit companies or firms engaged in the business of furnishing professional or technical services to the federal government. Dues are based on Gross Annual Revenue (GAR) and are calculated according to the categories outlined below.

Regular Member Gross Annual Revenue Amount	Dues
Less than \$2.8M	\$750
\$3M - \$60M	GAR x 300
\$60M - \$100M	\$20,300
\$101M - \$300M	\$28,200
\$301M - \$500M	\$32,700
\$501M - \$1B	\$39,000
\$1B - \$4B	\$43,000
Greater than \$4B	\$46,000

## Associate Membership

Available to companies providing consulting, financial, legal or insurance services to companies that qualify for regular membership. If your company provides services to the federal government in any capacity, you qualify for Regular Membership.

Law Firms	Dues	Financial Institution	Dues	Professional Services Firms	Dues
1 - 40 lawyers	\$3,700	Less than \$750M in assets	\$3,700	Other Services Firms	\$7,400
41- 99 lawyers	\$5,700	\$750M - \$10B in assets	\$5,700		
100 or more lawyers	\$7,400	Greater than \$10B assets	\$7,400		

# Points of Contact

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