



## Report

### Economic Development Research For the Homeland Security Industry

Conducted For  
New Mexico Development Response Council

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*Converting Problems Into Opportunities*

## Executive Summary

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This report is submitted to the New Mexico Development Response Council for economic development research on the Homeland Security Industry for use in economic development marketing of rural New Mexico communities. Deliverable 1 is an updated background on the homeland security business including an update on the Department of Homeland Security with a list of its subcomponents and agencies, a summary of the May, 2005 House funding appropriations, the White House charge to the Department of Homeland Security with an analysis of potential economic development opportunities, a list of Department of Homeland Security prime contractors with a listing of the contractors vendor needs, an analysis of potential core funding for the Council, and a discussion on the connection between the Department of Homeland Security and the State of New Mexico. Deliverable 2 is a list of one hundred qualified companies that could be pursued with economic development marketing who are producing a product or offering a service connected to homeland security. Deliverable 3 is a special subsection for Artesia, New Mexico that connects the Federal Law Enforcement Training Academy (FLETC) with an update, opportunities or companies that might be prospects for Artesia. Deliverable 4 is a discussion with Mesilla Valley Economic Development Alliance and the recruitment of the Border Interdiction Support Center (BISC). Its purpose would be to collect and interpret tactical intelligence. The center will serve U.S. Customs and Border Protection

Deliverable 2 section details the parameters which were the basis for the selection of companies to include in this research. Attached separately is a digital copy of this report and the database. The database is set up so that it will be easy to use the "Mail Merge" function in Word to communicate with these organizations.

We are honored to have this opportunity to conduct this research on the Homeland Security industry. Feel free to contact us if you have any questions.

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## DELIVERABLE 1

# US Department of Homeland Security

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### ***Background and Update***

The Department of Homeland Security was formed under the Homeland Security Act of 2002. In March 2003, 22 different federal agencies were merged into a massive new cabinet-level entity called the Department of Homeland Security. It was the single largest reorganization of the federal government since the creation of the Department of Defense, in 1947. Since then, vast oceans of money have been spent in the name of homeland security. One of the primary issues the Department is dealing with is employee turnover as employees move to lobbying their former employer (special exceptions have been created to allow this formerly exempt activity) and working with potential vendors. This has created some problems. Also, Congress's Government Accountability Office has issued reports highlighting a pattern of troubling spending decisions. A May 30, 2005 article in US News & World Report indicates that some progress toward contract oversight has been improved with significantly increasing its staff. Demand for funding has evolved from all quarters of our society, but the clearest lines of debate are with the funding formulas used to distribute money to the states. Questions about the Department's expenditures continue to evolve and several efforts have been made to change the agency's policies and formulas. The new secretary, Michael Chertoff, has begun a process of a massive review of the entire 180,000 person department that could result in changes in its organization and mission.<sup>1</sup> For the American business community, DHS has set up the Office of the Private Sector, who reports directly to the Secretary. The office works with businesses, trade associations, and other non-governmental organizations to foster dialogue between the private sector and the department on the full range of issues and challenges faced by America's business sector. In addition to ensuring open communication between the Department and the private sector, the office provides strategic guidance to the Secretary on prospective policies and regulations and their impact, and promotes public-private partnerships and best practices to improve the nation's homeland and economic security. The office is led by Al Martinez-Fonts and organized into five components: Border and Transportation Security, Emergency Preparedness and Response; Science & Technology; and Information Analysis & Infrastructure Protection; and Regulation Review and Analysis.

### **DEPARTMENT SUBCOMPONENTS AND AGENCIES<sup>2</sup>**

Homeland Security leverages resources within federal, state, and local governments, coordinating the transition of multiple agencies and programs into a single, integrated agency focused on protecting the American people and their homeland. More than 87,000 different governmental jurisdictions at the federal, state, and local level have homeland security responsibilities. The comprehensive national strategy seeks to develop a complementary system connecting all levels of government without duplicating effort. Homeland Security is truly a "national mission".

The following list comprises of the major components that make up the Department of Homeland Security:

#### **Office of the Secretary**

The staff functions in the Office of the Secretary oversee activities with other federal, state, local, and private entities as part of a collaborative effort to strengthen our borders, provide for intelligence analysis and infrastructure protection, improve the use of science and technology to counter weapons of mass destruction, and to create a comprehensive response and recovery division. Within the Office of the Secretary there are multiple offices that contribute to the overall Homeland Security mission.

- Office of the Chief Privacy Officer

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<sup>1</sup> Marek, Angie C. (May 20, 2005). Security At Any Price, US News & World Report.

<sup>2</sup> US Department of Homeland Security Website, <http://www.dhs.gov/dhspublic/display?theme=13>, pulled 6/15/2005

- Office of Civil Rights and Civil Liberties
- Office of Counter Narcotics
- Office of General Counsel
- Office of the Inspector General
- Office of Legislative Affairs
- Office of National Capital Region Coordination
- Office of the Private Sector
- Office of Public Affairs
- Office of State and Local Government Coordination and Preparedness

### **Border and Transportation Security (BTS)**

Border and Transportation Security (BTS) secures our nation's borders and transportation systems and enforces the nation's immigration laws.

- Transportation Security Administration (TSA) - [www.tsa.gov](http://www.tsa.gov)
- Customs and Border Protection - [www.cbp.gov](http://www.cbp.gov)
- Immigration and Customs Enforcement - [www.ice.gov](http://www.ice.gov)
- Federal Law Enforcement Training Center - [www.fleetc.gov](http://www.fleetc.gov)

### **Emergency Preparedness and Response (EP&R)**

Emergency Preparedness and Response (EP&R), building on the long and solid track record of the Federal Emergency Management Agency (FEMA), ensures that our nation is prepared for incidents, whether natural disasters or terrorist assaults, and oversees the federal government's national response and recovery strategy.

- Federal Emergency Management Agency (FEMA) - [www.fema.gov](http://www.fema.gov)

### **Information Analysis and Infrastructure Protection (IAIP)**

Terrorists strive to exploit national weaknesses and search for unprotected areas to attack. Information Analysis and Infrastructure Protection (IAIP) helps deter, prevent, and mitigate acts of terrorism by assessing vulnerabilities in the context of continuously changing threats. IAIP strengthens the nation's protective posture and disseminates timely and accurate information to our federal, state, local, private, and international partners.

- Homeland Security Operations Center (HSOC)
- Information Analysis (IA)
- Infrastructure Protection (IP)

### **Science and Technology (S&T)**

The Directorate of Science and Technology (S&T) serves as the primary research and development arm of Homeland Security, using our nation's scientific and technological resources to provide federal, state, and local officials with the technology and capabilities to protect the homeland. The focus is on catastrophic terrorism—threats to the security of our homeland that could result in large-scale loss of life and major economic impact. S&T's work is designed to counter those threats, both by evolutionary improvements to current technological capabilities and development of revolutionary, new technological capabilities.

- Office of National Laboratories
- Homeland Security Laboratories
- Homeland Security Advanced Research Projects Agency (HSARPA)

### **Office of Management**

The Under Secretary for Management is responsible for the budget, appropriations, expenditure of funds, accounting and finance, procurement, information technology systems, facilities, property, equipment, other material resources, and the identification and tracking of performance measurements relating to the responsibilities of Homeland Security.

### **U.S. Citizenship and Immigration Services (USCIS)**

U.S. Citizenship and Immigration Services (USCIS) ensures that America continues to welcome visitors, refugees, immigrants, asylum seekers, and new citizens while protecting the nation from terrorism, unlawful entrants, and illegal residents. USCIS is made up of 15,000 employees in 250 offices worldwide and is largely subsidized by revenue generated from fees paid for immigration benefits. Within USCIS, the Office of Citizenship was established to develop and implement public outreach and education initiatives to promote U.S. citizenship.

- U.S. Citizenship and Immigration Services
- Office of Citizenship
- National Customer Service Center

### **U.S. Coast Guard**

The U.S. Coast Guard protects the public, the environment, and U.S. economic interests—in the nation's ports and waterways, along the coast, on international waters, or in any maritime region as required to support national security.

### **U.S. Secret Service (USSS)**

The U.S. Secret Service (USSS) is responsible for the protection of the President, our nation's leaders, as well as our country's financial and critical infrastructures, USSS is a crucial component of Homeland Security. USSS is organized into two major components, one focused on protection and the other focused on investigation.

## **SUMMARY OF FUNDING APPROPRIATIONS<sup>3</sup>**

There is authorized to be appropriated to the Secretary of Homeland Security for the necessary expenses of the Department of Homeland Security for fiscal year 2006, \$34,152,143,000.

### **SEC. 102. Customs and Border Protection; Border Patrol Agents.**

Of the amount authorized under section 101, there is authorized to be appropriated for U.S. Customs and Border Protection for fiscal year 2006, \$6,926,424,722, of which \$1,839,075,277 is authorized for border security and control between ports of entry, including for the hiring of 2,000 full-time active-duty border patrol agents above the number of such positions for which funds were allotted for fiscal year 2005 (excluding any supplemental appropriations).

### **SEC. 103. Departmental Management and Operations.**

Of the amount authorized under section 101, there is authorized to be appropriated for fiscal year 2006 for departmental management and operations, \$649,672,000, of which—

1. \$44,895,000 is authorized for the Department of Homeland Security Regions Initiative;

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<sup>3</sup> "US House of Representatives, Committee on Homeland Security Webpage", <http://hsc.house.gov/>, pulled 6/8/2005

2. \$4,459,000 is authorized for Operation Integration Staff; and
3. \$56,278,000 is authorized for Office of Security initiatives.

#### **SEC. 104. Critical Infrastructure Grants.**

Of the amount authorized under section 101, there is authorized to be appropriated for fiscal year 2006 for 20 grants and other assistance to improve critical infrastructure protection, \$465,000,000.

#### **SEC. 105. Research and Development.**

Of the amount authorized under section 101, there are authorized to be appropriated for fiscal year 2006

1. \$76,573,000 to support chemical counter-measure development activities of the Directorate of Science and Technology;
2. \$195,014,000 to support a nuclear detection office and related activities;
3. \$19,000,000 for cybersecurity-related research and development activities;
4. \$10,000,000 for research and development of technologies capable of countering threats posed by man-portable air defense systems, including location-based technologies and noncommercial aircraft-based technologies; and
5. \$10,600,000 for the activities of such directorate conducted pursuant to subtitle G of title VIII 14 of the Homeland Security Act of 2002 (6 U.S.C. 15 441 et seq.)

#### **SEC. 106. Border and Transportation Security.**

Of the amount authorized under section 101, there are authorized to be appropriated for fiscal year 2006—

1. \$826,913,000 for expenses related to Screening Coordination and Operations of the Directorate of Border and Transportation Security;
2. \$100,000,000 for weapons of mass destruction detection technology of such directorate; and
3. \$133,800,000 for the Container Security Initiative of such directorate.

#### **SEC. 107. State and Local Terrorism Preparedness.**

Of the amount authorized under section 101, there are authorized to be appropriated for fiscal year 2006—

1. \$40,500,000 for the activities of the Office for Interoperability and Compatibility within the
2. Directorate of Science and Technology pursuant to section 7303 of the Intelligence Reform and Terrorism Prevention Act of 2004 (6 U.S.C 194); and
3. \$2,000,000,000 for grants to State and local governments for terrorism preparedness awarded by the Office of State and Local Government Coordination and Preparedness.

#### **SEC. 108. Immigration Resources.**

Of the amount authorized under section 101, there is authorized to be appropriated for fiscal year 2006 the following:

1. For the Immigration and Customs Enforcement Legal Program, \$159,514,000, including for the hiring of an additional 300 attorneys above the number of such positions for which funds were allotted for fiscal year 2005, and related training and support costs.
2. Sufficient sums for the hiring of an additional 300 adjudicators above the number of such positions for which funds were allotted for fiscal year 2005 to carry out the functions stated in section 451(b) of the Homeland Security Act of 2002 (6 U.S.C. 271(b)), and related training and support costs. The fees provided for in section 286(m) of the Immigration and Nationality Act (8 U.S.C. 81356(m)) shall be adjusted in order to provide sufficient sums for the hiring of the additional adjudicators and for the related training and support costs provided for in this paragraph.

#### **SEC. 109. Authorization of Appropriations for Training of State and Local Personnel Performing Immigration Functions.**

1. IN GENERAL.—To carry out subsection (b), from amounts authorized under section 101, there are authorized to be appropriated \$40,000,000 for fiscal year 2006, to remain available until September 30, 2007.
2. USE OF FUNDS.—From amounts made available under subsection (a), the Secretary of Homeland Security may reimburse a State or political subdivision for the expenses described in subsection (d).
3. ELIGIBLE RECIPIENTS.—A State, or a political subdivision of a State, is eligible for reimbursement under subsection (b) if the State or political subdivision—
  - (1) has entered into a written agreement described in section 287(g) of the Immigration and Nationality Act (8 U.S.C. 1357(g)) under which certain officers or employees of the State or subdivision may be authorized to perform certain functions of an immigration officer; and
  - (2) desires such officers or employees to receive training from the Department of Homeland Security in relation to such functions.
4. EXPENSES.—The expenses described in this subsection are actual and necessary expenses incurred by the State or political subdivision in order to permit the training described in subsection (c)(2) to take place, including expenses such as the following:
  - (1) Costs of travel and transportation to locations where training is provided, including mileage and related allowances for the use of a privately owned automobile.
  - (2) Subsistence consisting of lodging, meals, and other necessary expenses for the personal sustenance and comfort of a person required to travel away from the person's regular post of duty in order to participate in the training.
  - (3) A per diem allowance paid instead of actual expenses for subsistence and fees or tips to porters and stewards.
  - (4) Costs of securing temporary replacements for personnel traveling to, and participating in, the training.

## WHITE HOUSE CHARGE TO DHS

WHITE HOUSE CHARGE	ECONOMIC DEVELOPMENT OPPORTUNITIES	CITATION
<b>Improving Homeland Security</b>		
<p>With strong bipartisan support President Bush created the Department of Homeland Security – the most comprehensive reorganization of the Federal government in a half-century. The Department of Homeland Security consolidates 22 agencies and 180,000 employees, unifying once-fragmented Federal functions in a single agency dedicated to protecting America from terrorism.</p>	<p>Agencies continue to be fragmented with bureaucracy and funding issues. This provides challenges to the Department and business opportunities for vendors that are able to link their services between the fragmented units by developing a sustainable product or service.</p>	<p><a href="http://www.whitehouse.gov/homeland/">http://www.whitehouse.gov/homeland/</a> pulled 6/8/2005</p>
<p>President Bush has nearly tripled homeland security discretionary funding.</p>	<ul style="list-style-type: none"> <li>• DHS has set up a website for businesses to go to for help to work with it: <a href="http://www.dhs.gov/dhspublic/interapp/editorial/editorial_0416.xml">http://www.dhs.gov/dhspublic/interapp/editorial/editorial_0416.xml</a>; this means that there may be some training opportunities to teach rural small businesses to contract w/DHS</li> <li>• DHS has set up a website that has a forecast of contract opportunities in 2005: <a href="http://www.dhs.gov/dhspublic/display?theme=37&amp;content=4056">http://www.dhs.gov/dhspublic/display?theme=37&amp;content=4056</a></li> <li>• Christopher Cox, first Chairman of the House Committee on Homeland Security, with primary jurisdiction over nation's third largest cabinet agency, the Department of Homeland Security, said in a May 25<sup>th</sup>, 2005 speech at the Government Security Expo and Conference, challenged the private sector to use applied technology that is sustainable not only to solve a security issue or system, but to improve the broader economy. In his view,, this is the best way to maintain the technology lead before the terrorists adopt the technology for their needs. In essence, the competitive advantage for an organization is to maintain the ongoing, sustainable research and quickly adopt with applied technology that meets a broader economic and societal need.</li> </ul>	<p><a href="http://www.whitehouse.gov/homeland/">http://www.whitehouse.gov/homeland/</a> pulled 6/8/2005</p> <p><a href="http://hsc.house.gov/">http://hsc.house.gov/</a></p>
<p>More than \$18 billion has been awarded to state and local governments to protect the homeland</p>	<p>New Mexico Homeland Security Contact Information:            Tim Manning            NM Homeland Security Director            P.O. Box 1628            Santa Fe, NM 87507-1628            505-476-0267  <a href="http://www.dps.nm.org/emergency/index.htm">http://www.dps.nm.org/emergency/index.htm</a>            Homeland Security Grant Information - FY05 Allocations:</p>	<p><a href="http://www.whitehouse.gov/homeland/">http://www.whitehouse.gov/homeland/</a> pulled 6/8/2005</p>

	<p><b>Total:</b> \$18,499,124  <b>Homeland Security Grant Program:</b> \$12,016,319  <b>Law Enforcement Terrorism Prevention Program:</b> \$4,369,571  <b>Other Grants Programs:</b> \$2,113,234  Comparative State Grant Information (XLS, 42KB)</p>	
<p>The Bush Administration developed a comprehensive National Strategy for Homeland Security, focused on six key areas: intelligence and warning; border and transportation security; domestic counterterrorism; protecting critical infrastructure; defending against catastrophic threats; and emergency preparedness and response.</p>	<p>Economic development research focus for southern &amp; rural NM:</p> <ol style="list-style-type: none"> <li>1. intelligence &amp; warning</li> <li>2. border and transportation security</li> <li>3. domestic counterterrorism</li> <li>4. protecting critical infrastructure</li> <li>5. defending against catastrophic threats</li> <li>6. emergency preparedness and response</li> </ol>	<p><a href="http://www.whitehouse.gov/homeland/">http://www.whitehouse.gov/homeland/</a> pulled 6/8/2005</p>
<p>The Administration developed national strategies to help secure cyberspace and the infrastructures and assets vital to our public health, safety, political institutions, and economy.</p>	<p>Identify the national strategies and search for applied technology companies that secure cyberspace, infrastructures, and assets. (For example, look for computer science professors at UNM &amp; NMSU to see if they have done any research that can be applied)</p>	<p><a href="http://www.whitehouse.gov/homeland/">http://www.whitehouse.gov/homeland/</a> pulled 6/8/2005</p>
<p>The President authorized the establishment of the United States Northern Command, to provide for integrated homeland defense and coordinated Pentagon support to Federal, state, and local governments.</p>	<p>There may be a piece of the United States Northern Command at White Sands Missile Range. Also the USAF Space Command had a unit at Holloman AFB. Who are the primary contract vendors for these government agencies and who are their subcontractors?</p>	<p><a href="http://www.whitehouse.gov/homeland/">http://www.whitehouse.gov/homeland/</a> pulled 6/8/2005</p>
<p>For the first time, the President has made countering and investigating terrorist activity the number one priority for both law enforcement and intelligence agencies. The Bush Administration has transformed the FBI into an agency whose primary mission is to prevent terrorist attacks and increased its budget by 60 percent.</p>	<p>By nature, counterintelligence vendors may not be easy to find. An idea is to look for retired counterintelligence agents. I know of several in NM, both in Carlsbad. One is working for WIPP and the other for NMSU-C.</p>	<p><a href="http://www.whitehouse.gov/homeland/">http://www.whitehouse.gov/homeland/</a> pulled 6/8/2005</p>
	<p><b>Improving Intelligence</b></p>	
<p>President Bush proposed the most thoroughgoing reorganization of the intelligence community in more than a half-century. The President supports the creation of a National Intelligence Director to serve as his principal intelligence advisor. He will also establish a National Counterterrorism Center (NCTC) and strongly supports the 9/11 Commission's recommendations to reorganize congressional oversight for both intelligence and homeland security.</p>	<p>New Mexico has an underground intelligence community, both active government organizations and individuals who have retired. This community may provide a competency that makes the state competitive with its surrounding states but there community may be a developed training mechanism for this community. In other words, the community may know how to work for DHS but not how to work the DHS as a vendor. With the national labs and military bases, there are groups of folks who run the gamut in the intelligence sector. This will include military police retirees, who may move into police work; intelligence officers and counter intelligence enlisted and officers who may move into the corporate or small business arena. This sector may, or may not, have the expertise to set up businesses, but often have the necessary security</p>	<p><a href="http://www.whitehouse.gov/homeland/">http://www.whitehouse.gov/homeland/</a> pulled 6/8/2005</p>

	clearances that make them highly valuable to a business or a government agency. There may be a business opportunity to link the supply with the demand, ie placement agencies, training, etc.	
In his 2003 State of the Union address, President Bush announced the creation of the Terrorist Threat Integration Center (TTIC) to synthesize information collected within the United States and abroad about possible terrorist threats.	TTIC is located at CIA headquarters in the Washington DC area.	<a href="http://www.whitehouse.gov/homeland/pulled">http://www.whitehouse.gov/homeland/pulled</a> 6/8/2005
The Terrorist Screening Center (TSC) was launched to consolidate terrorist watch lists and provide continual operational support for Federal, state, and local screeners and law enforcement.	The new TSC is a multi-agency center, anchored by the Departments of Justice, Homeland Security, and State, and the Intelligence Community, and administered by the FBI and is located in the Washington DC area. Are there any current businesses and/or research that can provide applied technology to assist TSC?	<a href="http://hsc.house.gov/index.cfm">http://hsc.house.gov/index.cfm</a> pulled 6/8/2005  <a href="http://www.whitehouse.gov/homeland/pulled">http://www.whitehouse.gov/homeland/pulled</a> 6/8/2005
The FBI has established a new Executive Director for Intelligence and specially-trained intelligence analysts.	This whole sector that would support the FBI would benefit from technology research.	<a href="http://www.whitehouse.gov/homeland/pulled">http://www.whitehouse.gov/homeland/pulled</a> 6/8/2005
The Department of Homeland Security Information Network is connected to all 50 states and more than 50 major urban areas, and allows information sharing among thousands of local agencies and the Homeland Security Operations Center.	FLETC, Artesia and the purchase of Playa by NM Tech, in partnership with NMSU, plus Fort Huachuca in SE Arizona, may have a piece of this issue. This researcher expects the network will have a top down funding and control structure and distribution between local, state and federal entities. There will be all kinds of large and small business opportunities of this homeland security industry. For rural New Mexico targeting these niches may be the most effective economic development plan. There is a government contractor in Alamogordo who has been successful in carving out these kinds of niches, Laura Bregler – CEO, Pyramid Services, 115 South Florida, Alamogordo, NM 88310 T:505.434.0239 <a href="http://www.pyramidservicesinc.com/">http://www.pyramidservicesinc.com/</a> Pyramid Services was started by her father, Ron Burch, after a distinguished career as a high level executive with Dyncorp, one of the top 25 federal contractors. It is a woman owned business. (Researcher's note: I know this family well, having worked with Ron Burch and his wife in the late 1980s through the 1990s. They are very civic minded. Perhaps Laura could be tapped to teach a seminar offered by NMRDRC for its businesses in southern rural NM on how to become a government contractor.)	<a href="http://smallbusinessschool.org/webapp/sbs/States/NM/business.jsp">http://smallbusinessschool.org/webapp/sbs/States/NM/business.jsp</a> pulled 6/8/2005  <a href="http://www.whitehouse.gov/homeland/pulled">http://www.whitehouse.gov/homeland/pulled</a> 6/8/2005
	<b>New Tools to Fight Terrorism</b>	
President Bush won overwhelming support for the USA PATRIOT Act, a law that gives intelligence and law enforcement officials important new	The economic development opportunities will be through the legislation funding this Act.	<a href="http://www.whitehouse.gov/homeland/pulled">http://www.whitehouse.gov/homeland/pulled</a> 6/8/2005

tools to fight terrorists. This legislation has prevented terrorist attacks and saved American lives.		
The dramatic increase in information sharing allowed by the PATRIOT Act has enabled law enforcement to find and dismantle terror cells in Portland, Oregon; Lackawanna, New York; and Northern Virginia.	Unknown economic development opportunities for this charge. The funding is directed to law enforcement through local, state, and federal resources.	<a href="http://www.whitehouse.gov/homeland/">http://www.whitehouse.gov/homeland/</a> pulled 6/8/2005
Warrants are now applicable across state and district lines, eliminating the need to obtain multiple warrants for the same person – a lengthy process that previously hindered counterterrorism efforts.	Unknown economic development opportunities for this charge. The funding is directed to law enforcement through local, state, and federal resources.	<a href="http://www.whitehouse.gov/homeland/">http://www.whitehouse.gov/homeland/</a> pulled 6/8/2005
Law enforcement officials have been given better tools to fight terrorism, including roving wire taps and the capacity to seize assets and end financial counterfeiting, smuggling and money-laundering.	Unknown economic development opportunities for this charge. The funding is directed to law enforcement through local, state, and federal resources.	<a href="http://www.whitehouse.gov/homeland/">http://www.whitehouse.gov/homeland/</a> pulled 6/8/2005
Judges are now able to impose stiffer sentences on terrorists.	Unknown economic development opportunities for this charge. The funding is directed to law enforcement through local, state, and federal resources.	<a href="http://www.whitehouse.gov/homeland/">http://www.whitehouse.gov/homeland/</a> pulled 6/8/2005
	<b>Supporting First Responders</b>	
The President's 2005 budget reflects a 780 percent increase in funding for first responders since September 11th.	Artesia – FLETC Training, business partnerships with community colleges?	
Since September 11th, more than a half-million first responders across America have been trained.	<p>Artesia – FLETC Training – Under DHS's Forecast of Contract Opportunities for 2005, there appears to be several line items for Artesia (Office of Artesia Operations OAO)</p> <ul style="list-style-type: none"> <li>• NAICS Code (236220); Construction of 27000 Classroom Bldg #27, Competitive, Contract, \$2M to \$5M, Target release-TBO, small business 8(a), contact Bib Driggers, 912-267-3630, bob.driggers@dhs.gov</li> <li>• NAICS Code (561720); Dormitory Management Services, Non-Competitive, Contract \$2M to \$5M, Target release – TBO, Small Business Program NISH, contact Walters 505-748-8013, stephen.walters@dhs.gov</li> <li>• NAICS Code 235220; Modular Office Building, Competitive, GSA, \$100K to \$250K, Target release – TBO, contact Art Welton, 505-746-5782</li> </ul>	<a href="http://www.dhs.gov/interweb/as/setlibrary/OSD_BU_CntrctOpp_FLETC_FY05.pdf">http://www.dhs.gov/interweb/as/setlibrary/OSD_BU_CntrctOpp_FLETC_FY05.pdf</a> , pulled 6/13/2005
The Bush Administration has proposed doubling the level of first responder preparedness grants targeted to high-threat urban areas. The Urban Area Security Initiative enhances the ability of large urban areas to prepare for and	Researcher expects that the economic opportunities will flow to the State of New Mexico, training monies at FLETC, and SBIR funding for new technologies.	

respond to threats or acts of terrorism.		
<b>Strengthening Defenses Against Biological, Chemical, and Radiological Weapons</b>		
President Bush signed into law Project BioShield, an unprecedented, \$5.6 billion effort to develop vaccines and other medical responses to biological, chemical, nuclear, and radiological weapons.	Look for public/private partnerships between technology transfer from research at NMSU, UNM, UNM Health Sciences, NM Tech, and the national labs and private business.	
The Bush Administration is investing more than \$7 billion across all aspects of biodefense. In the last three years, the Administration has created the BioWatch program to monitor major cities for a biological release, procured sufficient smallpox vaccine for all citizens, and significantly increased stocks of antibiotics against anthrax.	Look for public/private partnerships between technology transfer from research at NMSU, UNM, UNM Health Sciences, NM Tech, and the national labs and private business.	
State and local health systems have been provided more than \$4.4 billion to bolster their ability to respond to public health crises.	Look for economic development opportunities from tech transfer through the State of New Mexico and UNM Health Sciences	
The Bush Administration undertook several initiatives to detect radiological materials being smuggled into our Nation, issuing thousands of portable radiation detectors to border control personnel and installing radiation detection portals at ports of entry.	Look for public/private partnerships between technology transfer from research at NMSU, UNM, UNM Health Sciences, NM Tech, and the national labs and private business.	
Security and research to protect the Nation's food supply from terrorists has increased, adding millions of dollars in funding and hundreds of food inspectors.	Look for economic development opportunities through the US Department of Agriculture SBIR program and the local authorities and State of New Mexico food inspection programs.	
<b>Improving Aviation, Border, and Port Security</b>		
To support improved border and transportation security, funding levels have increased by \$9 billion since September 11th.	The US/Mexico Free and Secure Trade (FAST) program debuted in El Paso 12/4/2003.	<a href="http://www.dhs.gov/dhspublic/display?theme=43&amp;content=3023">http://www.dhs.gov/dhspublic/display?theme=43&amp;content=3023</a>
Aviation security has been improved from the curb to the cockpit. Hardened cockpit doors have been installed on all US commercial aircraft. Flight deck crews are being trained to carry guns in the cockpit. Thousands of air marshals are being deployed daily. All checked baggage now is being screened. And canine teams are now positioned at every major airport to search for explosives.	Numerous economic development opportunities may exist from current airline security research protecting the airplane.	
Over the last three years, nearly \$15		

billion has been devoted to strengthening aviation security.		
The visa issuance process has been tightened to better screen foreign visitors; the US-VISIT program was created to use cutting-edge biometrics to check the identity of foreign travelers; and the Student and Exchange Visitor Information System was created to verify foreign student activity in the United States.	Biometric means a measurable physical characteristic or personal behavioral trait used to recognize the identity or verify the claimed identity of an enrollee. Among the features that can be measured are face, finger scans, hand geometry, handwriting, iris, retina, vein, and voice. Biometric technologies are the basis of an extensive array of highly secure identification and personal verification solutions. US-VISIT has capability to capture biometrics, initially digital finger scans and photographs, at airports and seaports as of 2003. It is used with non-immigrant visitors to the US. Economic development opportunities may evolve from technology transfer and management support.	<a href="http://www.dhs.gov/dhspublic/interapp/editorial/editorial_0444.xml">http://www.dhs.gov/dhspublic/interapp/editorial/editorial_0444.xml</a>
New Coast Guard vessels and specialized maritime security units have been added.	A New Mexico firm has picked up a SBIR grant for the Coast Guard: BFA Sales, Albuquerque, NM; PDA-EDIT Scanner for Coast Guard Ship Inspection	
The Container Security Initiative was developed to allow US inspectors to screen high-risk shipping containers at major foreign ports before they are loaded in ships bound for America.	CSI was expanded in 2004 to include 21 countries now operating in 33 foreign ports which account for 68% of all cargo containers arriving at US seaports.	
The National Targeting Center was created to vet passenger lists of aircraft and container shippers to identify high-risk individuals and shipments. Today, 100 percent of high-risk cargo containers are examined by US inspectors.	<ul style="list-style-type: none"> <li>• The NTC began around-the-clock operations on November 10, 2001, to provide tactical targeting and analytical research in support of Customs anti-terrorism efforts.</li> <li>• The NTC staff develops tactical targets from a combination of border crossing data and raw information to detect and prevent terrorists and implements of terror from crossing U.S. Borders.</li> <li>• NTC is now an invaluable anti-terrorism tool, consolidating and analyzing information across several agencies to help prevent further acts of terrorism and national security concerns.</li> <li>• The NTC uses risk management at a national level to provide tactical targeting expertise, thereby supporting the nation's anti-terrorism efforts.</li> <li>• NTC supports and provides training to field units.</li> </ul>	<a href="http://www.dhs.gov/dhspublic/display?theme=43&amp;content=3989">http://www.dhs.gov/dhspublic/display?theme=43&amp;content=3989</a>
<b>Helping Victims of the September 11th Attacks</b>		
The Administration implemented a \$40 billion emergency response package to begin the recovery from the attacks and to protect national security.	No expected economic development opportunities since the attack was in New York City.	
President Bush signed legislation that sped compensation to the family of each fallen police officer, firefighter, and rescuer.	No expected economic development opportunities since the attack was in New York City.	
The President, working closely with Congress, created the September 11th	No expected economic development opportunities since the attack was in New York City.	

<p>Victim Compensation Fund, which established a streamlined claim process for victims of the September 11th attacks to receive compensation. The Fund will provide a total of about \$7 billion in financial aid.</p>		
<p>More than 10,000 business owners across the Nation were approved for more than \$1 billion in disaster loans to help deal with the economic consequences of the attacks.</p>	<p>No expected economic development opportunities since the attack was in New York City.</p>	

## DHS PRIME CONTRACTORS

Below is a list of DHS Prime Contractors as of April 1, 2005 that are interested in subcontracting with small, minority, women-owned, HUBZone-certified, 8 (a), veteran-owned, and service-disabled, veteran-owned businesses:

### DHS Prime Contractor

#### Accenture

Small Business Liaison:

Chemise Smith

[c.smith@accenture.com](mailto:c.smith@accenture.com)

Website:

For information on all Accenture subcontracting opportunities go to [Accenture.com](http://Accenture.com) and follow the link "Vendor".

For information on U. S. VISIT call 703-947-2223 or email

[smart.border.alliance@accenture.com](mailto:smart.border.alliance@accenture.com).

HR Services Contract DTSA20-03-C-00546, Options thru 2007

Customs BPA CS-H-2002-0672-4, Options thru 2007

U. S. VISIT HSSCHQ-04-D-0096, Options thru 2009

In Search Of

- Custom Programming Services
- Computer Facilities Management Services

#### Anteon-Corporation

Small Business Liaison:

Ludmilla Parnell, Marketing Director, Small Business Partnerships

703-246-0948

[lparnell@anteon.com](mailto:lparnell@anteon.com)

Website:

<http://www.anteon.com/smallbusiness/index.asp>

A potential vendor can enter company information as well as upload up to four files such as capability documents. This database is used by Anteon in searches for companies that may be able to work with them on business opportunities, so it is important to **be specific in using capability and customer area keywords** that will allow individuals to find your company. Only the information in the registration form will be searchable.

In Search Of:

- C4ISR Experience
- Information Security/Information Assurance
- Space-related work (IT, engineering, environmental) – ground only
- Maintenance & repair of C4I equipment (life cycle maintenance, tactical links, combat systems, data links, communications, C4I COTS, etc.)
- Environmental – non-remediation
- Combat & Weapons Systems engineering & testing
- Simulation & training
- Telecommunications
- Healthcare services (including Help Desk, nursing & other professionals)
- Army transformation, Army ranges, target systems, Future Combat Systems, Range training and maintenance
- Air Force C41ST, acquisition & other AF experience
- Maritime Architecture & Engineering (A&E)
- Maritime/Port Operations Services

## **BAE Systems-Information Technology**

### **(Formally DigitalNet)**

Small Business Liaison

William Mitchell

[William.mitchell@digitalnet.com](mailto:William.mitchell@digitalnet.com)

Website: [www.digitalnet.com](http://www.digitalnet.com)

T0603BN0412, Expires 2004; T0602BN3208, Expires 2004;  
COW-3-J-0588, Expires 2004; COW-0-A-0022, Options to 2005

In Search Of:

- PKI expertise, data mining, voice/wireless expertise, cabling.

## **Bearing Point**

Small Business Liaison:

Norman Montgomery

[Norman.montgomery@bearingpoint.com](mailto:Norman.montgomery@bearingpoint.com)

Website:

[www.bearingpoint.com/solutions/homeland\\_security/defense\\_authority.html](http://www.bearingpoint.com/solutions/homeland_security/defense_authority.html)

[www.bearingpoint.com/industries/public\\_services/sba/index.html](http://www.bearingpoint.com/industries/public_services/sba/index.html)

In Search Of:

- Domain expertise and prior working relationships with DHS component agencies.
- General Information Technology systems capabilities.
- Stakeholder Management
- Strategy and Transformation
- Enterprise Planning
- Program Management
- BPR / BPI
- Investment Planning Management
- Enterprise Architecture
- ERP Implementation
- Training
- Acquisition Management
- Requirements Determination

## **Booz Allen Hamilton**

Small Business Liaison:

Verna Montgomery

[Montgomery\\_verna@bah.com](mailto:Montgomery_verna@bah.com)

Small Business Registration Site: <https://extweb.bah.com/businessregistration/>

Project MATRIS:

HSSCHQ-04-P-00065, Options thru 2007

Anti-Terrorism/Force Protection

(AT/FP) Intelligence Support

DTCG23-03-FDHM003, Expires 2004

MOBIS BPA

EMV-2003-BP-0193, Options thru 2008

Information Technology

BPA, EMV-2001-BP-0147, Options thru 2006

BPA Program Management HSSCHQ04A00307

In Search of:

- Information management analysis and planning (including change management, IT architecture, knowledge management, risk analysis)
- Information systems engineering and design (including EDI, database design, software development, software maintenance and licensing, software engineering)
- Information systems operations and management (including asset management, IT infrastructure support, database administration, mainframe support, seat management, media and video teleconferencing)
- Information System Security (including information assurance, disaster recovery, hot site/cold site support, PKI, software/hardware maintenance and licensing)

### **Capgemini Government Solutions LLC**

Small Business Liaison:

David McGill, Client Executive

[David.McGill@Capgemini-gs.com](mailto:David.McGill@Capgemini-gs.com)

Website: [www.capgemini-gs.com](http://www.capgemini-gs.com)

BPA HHSCHQ04-A00307; Program Management Support Services; Expires 2009

In Search Of:

- Consulting Services

### **Client Network Services, Inc.**

Small Business Liaison:

Adnan Ahmed

[aahmed@cns-inc.com](mailto:aahmed@cns-inc.com)

Website: [www.cns-inc.com](http://www.cns-inc.com)

BPA HSSCHQ-04-A-00309 Program Management Support Services

Expires 2009

In Search of:

- Program Management Support Services

### **Computer Sciences Corporation**

Small Business Liaison:

Vivian Scheithauer

[vscheithauer@csc.com](mailto:vscheithauer@csc.com)

Small Businesses should register in the CSC Supplier Diversity Database at

[www.csc.com/supplierdiversity](http://www.csc.com/supplierdiversity)

IT Professional Services BPA

COW-4-A-0129, Options to 2009

- Systems Integration
- IT Services
- Outsourcing

### **Covenant Aviation Security, LLC**

Small Business Liaison:

Lauren Hill

[Lauren.hill@covenantworldwide.com](mailto:Lauren.hill@covenantworldwide.com)

Website: [www.covenantworldwide.com](http://www.covenantworldwide.com)  
TSA Security Screening  
DTSA20-03-C-00560, Expires 2004

In Search Of:

- Professional Services
- Administrative Services
- Computer-Based Training Curriculum Development
- Uniforms & Duty Gear
- Office Supplies
- Forms & Printing

## **CACI**

Small Business Liaison:  
Ray Rollins [rrollins@cacicom](mailto:rrollins@cacicom)  
Wayne Porter, Mentor Protégé [wporter@cacicom](mailto:wporter@cacicom)  
Website: [www.cacicom](http://www.cacicom)  
DHS Contractor Staffing Support BPA  
HSSCHQ04-A00617, Options thru 2009  
TSA Program Management BPA  
HSTS03-04-A-ACQ918, Options thru 2009

In Search of:

- Network Services Support
- Information Technology Services Support
- Document Management Services Support
- Logistics Support Services
- Help Desk
- Call Center Support
- Quality Assurance/IV&V
- Training Support Services
- Staffing Services

## **CPS Human Resource Services**

Small Business Liaison:  
Elliott Boston, Jr.  
[EBoston@cps.ca.gov](mailto:EBoston@cps.ca.gov)  
Website: [www.cps.ca.gov](http://www.cps.ca.gov)  
DTSA20-03-C-00717, Options thru 2007  
DTSA20-03-C-00865, No Option Years

In Search Of:

- Discuss CPS's mentor program for small business in "Human Resources Support" with little or no federal experience.

## **Deloitte Services, LP**

Small Business Specialist:  
Jennifer Kirkhoff  
[jkirkhoff@deloitte.com](mailto:jkirkhoff@deloitte.com)  
Website: [www.deloitte.com](http://www.deloitte.com)  
GS-10F-0083L, Options thru 2007

In Search of:

- Information Technology Services
- Technology Integration
- ERP Implementation Including Oracle, SAP, and Peoplesoft
- Enterprise Architecture
- Acquisition Management
- Information Systems Security
- Training

### **Dewberry**

Small Business Liaison:

Richard Herycyk

[rhercyk@dewberry.com](mailto:rhercyk@dewberry.com)

Website: [www.dewberry.com](http://www.dewberry.com)

FEMA

EMF-2003-CO-0047, Options to 2008; EMF-2003-CO-0046, Options to 2008;

EMW-2003-CO-0138, Expires 2004; EMW-2002-CO0267, Expires 2004;

EMW-2000-CO-0003-2000, Ongoing Task Order;

EMW-2001-0002 ,Options thru 2005; EMW-2003-CO-0001, Expires 2004, Ongoing Task Order

In Search Of:

- LIDAR and other remote sensing services
- H&H modeling
- Surveying
- DFIRM Production
- Disaster Response related work
- Hydrology, Community outreach, Multi-Hazard Analysis, Geotechnical Engineering

### **Earth Tech, Inc.**

Small Business Liaison:

Bob Schreiber

[Bob.schreiber@earthtech.com](mailto:Bob.schreiber@earthtech.com)

Earth Tech website: [www.earthtech.com](http://www.earthtech.com)

HSFEHQ-04-D-0128, Options thru 2009

- Architectural
- Civil Engineering
- Structural Engineering
- Mechanical Engineering
- Construction Inspection

### **EG&G Technical Services, Inc.**

Small Business Liaison:

Wanda Lewis

[wlewis@egginc.com](mailto:wlewis@egginc.com)

Sam Gibson

[sgibson@egginc.com](mailto:sgibson@egginc.com)

Ricardo Sanchez

[rsanchez@egginc.com](mailto:rsanchez@egginc.com)

Website: [www.egginc.com](http://www.egginc.com)

HSBP1004C00230, Options to 2006

In Search Of:

- Aircraft Logistics
- Vessels Vehicles
- General Property
- Marina Services
- Safety Equipment
- Transportation
- Storage
- Towing
- Appraisal Service
- Maintenance
- Hazardous Material
- Storage
- Handling
- Destruction
- Auctioning Service
- Security Service
- Property Management

### **General Dynamics**

Small Business Liaison:

Ron Steele

[Ron.steele@gdds.com](mailto:Ron.steele@gdds.com)

Website: <http://www.gdds.com/diversity.html>

Coast Guard

DTCG23-02-D-NDRS02

In Search Of:

General Dynamics is looking for all small business concerns, with special emphasis on Small Disadvantaged, Women Owned, HUBZone Veteran Owned and Service Disabled Veteran Owned small businesses.

- Software Distributors (Shrinkwrap, COTS)
- COTS Equipment
- Manufacturing Materials (Components, PWBs, etc.)
- Power Supplies
- Cable Assembly
- Networking Equipment
- Advanced Electronic Contract Management

### **IBM**

Small Business Liaison:

Lillian Kaaruri-Magero, SBLO

[lilliank@us.ibm.com](mailto:lilliank@us.ibm.com)

Website: [www-1.ibm.com/procurement](http://www-1.ibm.com/procurement)

TSA

DTRS57-00-D-30004, Expires 2004; E-Customs Modernization, TC-2001-025,  
Options thru 2016

In Search Of:

- Technical services
- IT equipment
- Software development

**Integrated Coast Guard Systems** – Deepwater Project (a Joint Venture of Northrop Grumman and Lockheed Martin)

Small Business Liaisons:

Lockheed Martin: Juanita W. Hoke [Juanita.w.hoke@lmco.com](mailto:Juanita.w.hoke@lmco.com)

Northrop Grumman: Thomas Hightower [Thomas.hightower@ngc.com](mailto:Thomas.hightower@ngc.com)

Click on ICGS Supplier Registration

[www.icgsdeepwater.com](http://www.icgsdeepwater.com)

DTCG-23-02-C-2DW001, Options thru 2007 Including (5) award term options.

In Search Of:

- Maritime/Aviation Communications Systems
- Maritime/Aviation Logistics
- Maritime/Aviation Sensors
- Maritime/Aviation Consoles
- C4ISR Related Systems

**Leads Corporation**

Small Business Liaison

Amy J. Kessler

[Amy.kessler@leadscorp.com](mailto:Amy.kessler@leadscorp.com)

Website: [www.leadscorp.com](http://www.leadscorp.com)

TPD FIG 04 D 00026 GSA, Options to 2007

In Search Of:

- Acquisition Support & Reform
- Contracting Support
- Contract Management Procurement Support
- Performance Based Contracting
- Competitive Analysis
- Market Research
- Regulatory Compliance
- Program & Financial Management
- IT Program & Project Management
- Independent Verification and Validation
- IT System Lifecycle Management
- Application Development & Integration
- Risk Management
- IT Audit
- E-Government Planning & Implementation

**Lockheed Martin**

Small Business Liaison Officers:

Regina Stout, Integrated Systems & Solutions

[Regina.c.stout@lmco.com](mailto:Regina.c.stout@lmco.com)

Melissa Norris, Transportation & Security Solutions

[Melissa.norris@lmco.com](mailto:Melissa.norris@lmco.com)

Julie Paglione, Information & Technology Services

[Julie.e.paglione@lmco.com](mailto:Julie.e.paglione@lmco.com)

Supplier Diversity Information

[https://supplienet.external.lmco.com/supplienet/main/small\\_bus/potential\\_suppliers.cfm](https://supplienet.external.lmco.com/supplienet/main/small_bus/potential_suppliers.cfm)

In Search Of:

\*Past performance cites are a must!

- TS/SI clearances usually required (IS&S)
- Software engineering services
- Information Assurance
- Systems analysis and design services
- Programming support services
- Program Office support services
- COTS hardware & software
- Help Desk support

### **McGraw-Hill**

Small Business Liaison:

Donald Cotchen

[Donald\\_Cotchen@McGraw-Hill.com](mailto:Donald_Cotchen@McGraw-Hill.com)

Website: [www.McGraw-Hill.com](http://www.McGraw-Hill.com)

In Search Of:

- Web site Management
- Economic Analysts
- Construction Market Analyst
- Engineering Consultant
- Data File Management
- Project Manager
- Energy Analyst

### **Michael Baker Jr., INC.**

Small Business Liaison:

Kathleen B. Taylor

[KTaylor@mbakercorp.com](mailto:KTaylor@mbakercorp.com)

Website:

[www.mbakercorp.com](http://www.mbakercorp.com)

Coast Guard DTCG83-01-D3WF073(25110), Expires 2004

DACW63-03D-0006(100937), Options thru 2007

FEMA HSFEHQ-04-D0025, Multi Hazard Flood Map

Modernization, Options thru 2009

In Search Of:

- Surveying & Engineering
- Design
- Architectural Services
- Environmental Lab Services
- Environmental & Geotechnical Drilling Services

### **Northrop Grumman (Information Technology)**

Small Business Liaison:

Ruby Dargan

[Ruby.dargan@ngit.com](mailto:Ruby.dargan@ngit.com)

Website:

<https://oasis.northgrum.com>

For a list of other Small Business Liaison Officers at Northrop Grumman visit:

<https://oasis.northgrm.com/general/docs/SBLOlist.pdf>

In Search Of:

- ASP
- Help Desk
- Training
- Network Services Support
- Information Technology Services Support
- Document Management services Support
- Logistics Support Services
- Call Center Support
- Quality Assurance/IV&V
- Training Support Services

Interested vendors who hold GSA Schedule contracts; have TS/ISA Clearances and TS/SI Clearances. Particularly interested in meeting with HUBZone and Service-Disabled and Veteran-owned businesses.

### **Northrop Grumman (Ship Systems)**

Small Business Liaison:

Joan Branson

[Joan.branson@ngc.com](mailto:Joan.branson@ngc.com)

Small Business Administrator:

Mijisha Gray

[Mijisha.gray@ngc.com](mailto:Mijisha.gray@ngc.com)

Supplier Diversity website:

<https://oasis.northgru.com/index.html>

In Search Of:

- Bridge Crane
- Side Port Crane
- Boat & Cargo Crane
- Fan Motors
- Power Supplies
- Torsion Meters
- Disconnect Switches
- Switchboards
- Degaussing Systems
- Hoist
- Misc. Hardware
- Electrical Cable
- Pumps
- SO2 Monitors
- Hydrogen Sulfide Monitors
- Fan Coil Units
- Pipe & Flanges
- Oil/Water Separators
- Navy Symbol Electrical Equip.
- Galley/Commissary Equip.
- Reverse Osmosis
- Boat Handling Equip.
- Visual Landing Aid
- Life Rafts
- Shore Power Switchboards
- Blow-in Moisture Separators
- Valves
- Steel Shapes & Plates
- Fiber Optics
- Hand Trucks

## **Olin**

Small Business Liaison:

Greg Smith

[GASmith2@olin.com](mailto:GASmith2@olin.com)

Website: [www.olin.com](http://www.olin.com)

[www.winchester.com](http://www.winchester.com)

FLETC

TFTC-03-26, Options to 2008

NFU

ACB-3-C-0011, Options to 2008

In Search Of:

- Packaging
- Tooling
- Maintenance & Repair
- Operating Supplies

## **Perot Systems**

Small Business Liaison:

Perry Carter

[Perry.carter@ps.net](mailto:Perry.carter@ps.net)

Website:

[www.perotsystems.com/government/small\\_business.htm](http://www.perotsystems.com/government/small_business.htm)

USCG: BPA GS00F0049M, Expires Sept. 2005

In Search Of:

- Government Consulting
- Technology Consulting
- Business Process Management
- Infrastructure Management

## **P. J. Dick Incorporated**

Small Business Liaison:

Johnnetta Jarrett

[jjarrett@pjdick.com](mailto:jjarrett@pjdick.com)

Website: [www.pjdick.com](http://www.pjdick.com)

U.S. Customs Construction Design/Build

HSBP1004C00038, Expires 2004

In Search Of:

- Acoustical Ceiling
- Concrete Doors & Ceilings
- Design Consulting
- Drywall
- Electrical Supply
- Environmental Testing
- Fencing
- Fireproofing
- Trucking
- Waterproofing

## **Pricewaterhousecoopers, LLP**

Small Business Liaison:

Sean Sinclair

[Sean.b.sinclair@us.pwc.com](mailto:Sean.b.sinclair@us.pwc.com)

Website: [www.pwc.com](http://www.pwc.com)

BPA Program Management: HSSCHQ04A00308

In Search Of:

- IT Security
- Project/Program Management
- Change Management/Operational Effectiveness
- Financial/Accounting Management

## **Robbins-Gioia, LLC**

Small Business Liaison:

Dan Tuck

[Dan.tuck@robbinsgioia.com](mailto:Dan.tuck@robbinsgioia.com)

Website: [www.robbinsgioia.com](http://www.robbinsgioia.com)

BPA Program Management Support; HSSCHQ04-A00313 Expires 2009

BPA DHS Information Tech. Managed Services; HSHQPA-04-F-00159 Expires 2005

BPA Contractor Staffing Support; HSSCHQ04-A00704 Expires 2009

In Search Of:

- Organizational & Business Process Improvement Support
- Budget & Financial Management Support
- Requirements Analysis

## **Remington**

Small Business Liaison:

Brian Felter

[Brian.Felter@remington.com](mailto:Brian.Felter@remington.com)

Website: [www.remingtonle.com](http://www.remingtonle.com)

Customs & Border Protection

TC-I-03-006, Options thru 2006

FLETC

TFTC 03-29, Options thru 2008

Secret Service

TSS040009, Options thru 2009

In Search Of:

- Small Arms Ammunition
- Firearms Cleaning Supplies
- Armorers Schools
- Shotgun, Rifle, Handgun Practical Training
- Surveillance Equipment (Camera, Software and License Plate Reading)
- Firearms, Shotguns, Rifles

## **SAIC**

Small Business Liaison:

Babak Nouri, Business Development Manager

[nourib@saic.com](mailto:nourib@saic.com)

Carla Undurragai, Business Development Specialist  
[undurragac@saic.com](mailto:undurragac@saic.com)  
Website: <http://contacts.saic.com/sbs.nsf/extSubmit?openform>

In Search Of:

SAIC is looking for Small, Small Disadvantaged, Women-Owned, , HUB Zone, Veteran-Owned, Service-Disabled Veteran-Owned, Native American, and Tribally-owned Businesses AND Historically Black Colleges and Universities, and Minority Institutions who:

- Have experience in commercial or government contracting and/or unique solutions to business problems.
- Possess technical capabilities and knowledge relative to customer requirements.
- Have experience in the following industries:
  - Criminal Justice
  - E-Business
  - Energy (Utilities/ Oil & Gas)
  - Environment
  - Financial Services
  - Logistics
  - Government
  - Maritime
  - National Security
  - Space
  - Telecommunications

### **Sauer Incorporated**

Small Business Liaison:  
Jim Mertsching  
[sauerjax@sauer-inc.com](mailto:sauerjax@sauer-inc.com)  
Website:  
[www.sauer-inc.com](http://www.sauer-inc.com)

In Search Of:

- Specialty Trade Contractors
- Construction Materials
- Mechanical Equipment/Supplies

### **Titan Corporation**

#### **(Enterprise Services and Solutions Sector)**

Small Business Liaison:  
Joseph Ruppert  
[Joseph.ruppert@titan.com](mailto:Joseph.ruppert@titan.com)  
Website: [www.titan.com](http://www.titan.com)  
Program Management Support Services, BPA HSSCHQ-04-A-0312  
Expires 2009  
Resource Management Transformation Office Analysis BPA HSSCHA-04-A-00019  
Expires 2008

In Search Of:

- Project Integration and Scope Management
  - Strategic Planning
  - Project Management Planning
  - Requirements Management

- o Change Control
  - o Configuration Management
  - Project Time Management
    - o Schedule Development
    - o Schedule Control
  - Project Cost Management
    - o Cost Estimation
    - o Cost Baseline Development
  - Project Quality Management
    - o Earned Value Management
  - Project Human Resource Management
    - o Staff Management Planning
    - o Staff Acquisition
    - o Training
  - Project Communication Management Support
    - o Communications Management
    - o Reporting
  - Project Risk Management
    - o Risk Management Planning & Execution
  - Project Procurement Management
    - o Acquisition Planning
    - o Solicitation Management
    - o Contract Administration
  - Requirements Planning and Process Development
  - Requirements Capture, Analysis and Reporting
  - Business Process Modernization
  - Reengineering
  - Team Facilitation
- \*Team members are limited to GSA FSS contract holders under the MOBIS Schedule

## Unisys

Small Business Liaison:

Susan Cooper

susan.cooper@unisys.com

Website: [http://www.unisys.com/public\\_sector/us\\_federal/index.htm](http://www.unisys.com/public_sector/us_federal/index.htm)

Supplier Diversity Registration: [www.unisys.com/SDP](http://www.unisys.com/SDP)

TSA IT Management Services (ITMS) contract information

[www.federal.unisys.com/itms](http://www.federal.unisys.com/itms)

In Search Of:

- Enterprise Architecture
- Applications Integration and Implementation
- Software design

## Verizon

Small Business Liaison:

Carl E. Brown

Carl.E.Brown@verizon.com

Website:

[http://www22.verizon.com/about/community/supplier\\_diversity/sdindex.html](http://www22.verizon.com/about/community/supplier_diversity/sdindex.html)

In Search Of:

- Telecommunications

- Call centers
- IT
- Cabling
- Network management

### **VF Imagewear**

Small Business Liaison:

Ray Gonsalves

[Ray\\_Gonsalves@vfc.com](mailto:Ray_Gonsalves@vfc.com)

Website:

[www.vfimagewear.com](http://www.vfimagewear.com)

TSA

HSTS01-04-C-AOP028, Options thru 2009

CBP

TC-01-050, Options thru 2011

In Search Of:

VF IMAGEWEAR is always looking for potential small business suppliers of the following products.

- Belts
- Socks
- Ties
- Sweaters
- Jackets
- Hats
- Pants
- Shoes
- Shirts

### **VSE Corporation**

Small Business Liaison:

Carol Parker

[CCParker@vsecorp.com](mailto:CCParker@vsecorp.com)

Website:

[www.vsecorp.com](http://www.vsecorp.com)

U.S. Coast Guard

DTCG23-02-D-HN1000, Options thru 2007

In Search Of:

- Life cycle Support for Vessels transferred to foreign governments
- Pre-transfer joint vessel inspections
- Reactivations
- Crew Training
- Transit Assistance
- Heavy-lift Contracting
- Logistics Support
- Technical Support
- Overseas Husbandry

## POTENTIAL GRANTS-CORE FUNDING FOR NMRDRC

### U.S. Department of Agriculture (USDA) 2006 SBIR Phase I Topic 8.6 “Funding for Rural and Community Development”

*NOTE: This opportunity needs to be submitted by a for-profit organization, but the Council could partner with a for-profit, as long as the for-profit conducted 2/3rds of the project. Since this opportunity is a close tie to the mission of the Council, we have kept it in this report. In an earlier communication, we forwarded ideas on corporate, foundation, and major gift funding. After a review of the current federal grants, this is the only viable opportunity we could find at this time.*

The entire solicitation may be viewed at: [http://www.csrees.usda.gov/funding/rfas/sbir\\_rfa.html](http://www.csrees.usda.gov/funding/rfas/sbir_rfa.html)

Investigators are encouraged to contact Dr. Suresh Sureshwaran, National Program Leader at (202) 720-7536 regarding questions about the suitability of research topics (or at [ssureshwaran@csrees.usda.gov](mailto:ssureshwaran@csrees.usda.gov), <<mailto:ssureshwaran@csrees.usda.gov>>) to arrange a telephone consultation.

**Scope of Research:** The objective of this research area is to foster, promote, or improve the well-being of rural Americans. This program supports research that will result in commercial products or services that are focused on issues and problems related to the economic development and social enhancement of people, organizations, and institutions in rural areas and small towns. Applications may be submitted for the development of new technology or for the utilization of existing technology, to address important issues, and/or solving significant problems in rural America. All applications should explicitly discuss the specific rural problem or opportunity that will be examined and how this technology will successfully address the problem or opportunity. The applications need not to be centered on agriculture, per se, but may be focused on any area (e.g., information systems, education, energy, health care) that has the potential of providing significant benefits to rural Americans. Proposals that focus on small and mid-sized farms should be directed to the new topic area 8.12 Small and Mid-sized Farms. Applications submitted to this topic should include a market feasibility study as one of the research objectives.

**Suggested subtopics:** Examples of appropriate subtopics for research proposals from small businesses include, but are not limited to the following:

- Energy in the rural economy - Efforts are needed to enhance the development of alternative energy and/or conserve the consumption of energy in rural economies. Topics may include the development of bio-fuels, solar and/or wind energy. Rural communities also need products and services that will reduce wastage in energy consumption and transportation.
- Service sector of the rural economy - Approaches that integrate new technologies and result in improvements in the service delivery capabilities of local governments and public institutions are encouraged. Areas of interest include educational programs that address the specific needs of people in rural areas; improved health care delivery systems; information and managerial systems that improve the efficiency and effectiveness of local governments; and improvements in critical areas such as transportation, telecommunications, waste disposal and resource management.
- Homeland security - Efforts are needed to foster or promote the development of new products and services that enhance homeland security by helping rural communities to become more sustainable and resilient when faced with unexpected natural or terrorist-caused disasters.
- Small industry sector (off-farm) of the rural economy - Approaches are needed to strengthen the small industry sector of the rural economy. Areas of interest include the development of products or services that enhance the availability and capability of entrepreneurs; creation of new products or services utilizing rural resources or for the rural communities (wood products, eco-tourism, other value-added agricultural products, etc.) and development of new manufacturing technologies to promote job creation and income growth in the small business sector of the rural economy.

Questions of a general nature about this SBIR solicitation should be directed to one of the following SBIR National Program Leaders:

Dr. Peter Burfening  
Dr. Charles F. Cleland

Dr. William Goldner  
Dr. Richard Hegg  
Dr. S. Suresh Sureshwaran

via the following means: overnight courier (not U. S. Postal Service):

SBIR Program

U.S. Department of Agriculture

800 9th Street, SW

Suite 2312

Washington, D.C. 20024

Telephone: (202) 401-4002

Facsimile: (202) 401-6070

E-mail: [SBIR@csrees.usda.gov](mailto:SBIR@csrees.usda.gov) <mailto:SBIR@csrees.usda.gov>

NOTE: \* The Solicitations listed on this site are partial copies from the various SBIR and STTR agency solicitations and are not necessarily the latest and most up-to-date. For this reason, you should always use the suggested links on our reference pages. These will take you directly to the appropriate agency information where you can read the official version of the solicitation you are interested in.

The official link for this page is: [http://www.csrees.usda.gov/funding/rfas/sbir\\_rfa.html](http://www.csrees.usda.gov/funding/rfas/sbir_rfa.html). Phase I proposals must be RECEIVED at USDA by close of business (COB) on **September 1, 2005** (5:00 p.m. Eastern Time). Proposals received after this deadline will not be considered for funding.

## NEW MEXICO CONNECTION

With the May 2005 federal appropriation to Department of Homeland Security, more than \$18 billion has been awarded to state and local governments to protect the homeland.

[Comparative State Grant Information \(XLS, 42KB\)](#)

New Mexico Homeland Security Contact Information:

Tim Manning

NM Homeland Security Director

P.O. Box 1628

Santa Fe, NM 87507-1628

505-476-0267

<http://www.dps.nm.org/emergency/index.htm>

Homeland Security Grant Information - FY05 Allocations:

**Total:** \$18,499,124

**Homeland Security Grant Program:** \$12,016,319

**Law Enforcement Terrorism Prevention Program:** \$4,369,571

**Other Grants Programs:** \$2,113,234

The State of New Mexico has developed the "New Mexico Emergency Operations Plan 2004"<sup>4</sup>. Under section 7 of the plan, it outlines the coordination with the Federal Response, which is between the State Office of Emergency Operations (EOC) and the US Department of Homeland Security (DHS). In part below:

"Federal response in support of State and local efforts is conducted under the authority of the Secretary of Homeland Security in accordance with the National Response Plan (NRP) and the National Incident Management System (NIMS). In most cases Federal support is delivered through provisions of the Robert T. Stafford Disaster Relief and Assistance Act. In some circumstances, Federal departments and agencies will carry out specific authorities and responsibilities under law, independent of DHS.

The NRP consists of fifteen (15) Emergency Support Function (ESF) Annexes (under development) that describe the mission, policies, and responsibilities of primary and support agencies for the implementation of incident management functions in support of state and local activities. The NRP also contains Support Annexes that address administrative, management, and systemic support.

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<sup>4</sup> Pulled 7/5/2005 from [http://www.dps.nm.org/emergency/2004\\_nm\\_all\\_hazard\\_eop.pdf](http://www.dps.nm.org/emergency/2004_nm_all_hazard_eop.pdf).

State EOC coordination with the Federal response depends on the nature and scope of the event and the roles of local, state, and federal jurisdictions. The Federal response is conducted using the principles of the Incident Command System (ICS). Although DHS distinguishes between Operational Coordination and Coordination of Resources these functions are conducted under NIMS, a national framework. Therefore coordination between the state and federal response is conducted along common functional lines.

The initial point of response coordination is between the State EOC and the DHS Region VI Homeland Security Operations Center (RHSOC) consisting of the Operational Information and Intelligence Branch and the Resource Management Branch.<sup>5</sup> The Region VI Resource Coordination Center (RRCC) coordinates Federal response efforts until a Joint Field Office (JFO) is established in state and/or the Principal Federal Official (PFO) or Federal Coordinating Officer (FCO) assumes coordination responsibilities. The RRCC is the link between the State EOC and the National Resource Coordination Center (NRCC) and it coordinates the deployment of the Emergency Response Team - Advance Element (ERT-A) to the state.

The ERT-A comprises DHS staff and representatives from selected ESF agencies. Part of the ERT-A deploys to the State EOC to work directly to obtain information on the impact of the event and to identify requests for Federal response assistance. Other elements of the ERT-A deploy directly to the affected area to establish field communications, locate and establish field facilities, and set up operations. The ERT-A identifies sites for the location of mobilization centers and the Joint Field Office (JFO).

The JFO is a temporary facility that provides a central point for Federal, State, Tribal and local officials to coordinate prevention, preparedness, response and recovery actions. The JFO combines the traditional functions of the FBI Joint Operations Center (JOC) and FEMA/Disaster Field Office (DFO) within one Federal facility. Other Federal operation centers are also encouraged to collocate with the FJO whenever possible.

The JFO is headed by the JFO Coordination Group which includes the PFO, Senior Federal Law Enforcement Official (SFLEO), FCO, Senior Federal Officials (SFO), and principal State, local and tribal officials. The JFO coordination Group functions under Unified Command and works jointly to identify strategic priorities and critical resource allocation. The exact composition of the JFO is dependent on the nature and magnitude of the incident.”

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<sup>5</sup> Region VI is currently located in the Federal Regional Center, 800 N. Loop 288; Denton, Texas 76209; (940) 898-5399 and serves Arkansas, Louisiana, New Mexico, Oklahoma and Texas. It is the first protected underground regional emergency operating center built in the nation. The land was donated by the citizens of Denton. It employs 100 full-time employees. There are 10 regions across the United States. For information, <http://www.fema.gov/regions/vi/about.shtm>.

## DELIVERABLE 2

### Homeland Security List of Companies

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**Parameters:** The list of homeland security industry companies include companies that have a product or service for this industry. Some of them are regional companies. Some of the companies are large government contractors but have a well-formed homeland security component. The Excel database includes other companies that were reviewed but not selected. These are not on the final list but available if needed in the database.

#### ***ABBA Technologies Inc.***

1501 San Pedro Drive NE  
Albuquerque, NM 87110

**Telephone Number:** (505) 889-3337  
**Fax Number:** (505) 889-3338  
**Web:** <http://www.abbatech.com>  
**Principal Contact:** Andres Baca, President & CEO  
**Activities:** Information technology solution and professional services provider  
**Products or Services:** Federal, state and local government, commercial enterprise, education  
**History:** Founded in 1993  
**Employees:** 38 in New Mexico  
**Additional Information:** 40 total employees  
**Total 2003 Revenue:** \$43.5 million

#### ***Accenture***

1345 Avenue of the Americas  
New York, NY 10105

**Telephone Number:** 312) 737-8842  
**Web:** <http://www.accenture.com>  
**Principal Contact:** Bill Green, CEO  
**Activities:** Accenture, a DHS prime contractor, is a global management, in 48 countries, consulting, technology services and outsourcing company with net revenues of \$13.7 billion for the fiscal year ended August 31, 2004. Committed to delivering innovation, Accenture collaborates with its clients to help them become high-performance businesses and governments.  
**Products or Services:** Accenture delivers its services and solutions through 18 focused industry groups in five operating groups. This industry focus provides Accenture's professionals with a thorough understanding of industry evolution, business issues and applicable technologies, enabling Accenture to deliver solutions tailored to each client's industry.  
**Employees:** 110,000  
**Additional Information:** Small Business Liaison: Chemise Smith, [c.smith@accenture.com](mailto:c.smith@accenture.com). For information on all Accenture subcontracting opportunities go to [Accenture.com](http://Accenture.com) and follow the link "Vendor". For information on U. S. VISIT call 703-947-2223 or email [smart.border.alliance@accenture.com](mailto:smart.border.alliance@accenture.com). Subcontracting opportunities: Custom Programming Services, Computer Facilities Management Services  
**Total 2003 Revenue:** \$627 million

**Total DOD 2003 Revenue:** \$238 million  
**Total Civilian 2003 Revenue:** \$389 million  
**DOD 2003 Funding Rank:** 77  
**Civilian 2003 Funding Rank:** 28

## **ACS**

2828 North Haskell  
Dallas, TX 75204

**Telephone Number:** (214) 841-6111  
**Email:** info@acs-inc.com  
**Web:** http://www.acs-inc.com/index.html  
**Principal Contact:** Tom Burlin President, Government Solutions Group,  
**Activities:** ACS (Affiliated Computer Services, Inc.) is a Fortune 500 and S&P 500

company with approximately 43,000 employees providing business process and information technology outsourcing solutions to commercial and government clients. It was incorporated in Delaware on June 8, 1988 and is based in Dallas, Texas. Its clients have time-critical, transaction-intensive business and information processing needs, and it typically services these needs through long-term contracts. Its services enable businesses and government agencies to focus on core operations, respond to rapidly changing technologies and reduce expenses associated with business processes and information processing. Its business strategy is to expand its client base and enhance its service offerings through both marketing and acquisitions. Its marketing efforts focuses on developing long-term relationships with clients that choose to outsource mission critical business processes and information technology requirements. Its business expansion has been accomplished both from internal growth as well as through acquisitions. Since inception, its acquisition program has resulted in geographic expansion, growth and diversification of its client base, expansion of services and products offered, and increased economies of scale.

**Employees:** 43,000  
**Additional Information:** ACS appears to have a claims office in Albuquerque  
**Total 2003 Revenue:** \$550 million  
**Total DOD 2003 Revenue:** \$166 million  
**Total Civilian 2003 Revenue:** \$385 million  
**DOD 2003 Funding Rank:** 105  
**Civilian 2003 Funding Rank:** 29

## **Aerospace Corp.**

2350 E. El Segundo Blvd  
P. O. Box 92957, Los Angeles, CA 90009-2957  
El Segundo, CA 90245-4691

**Telephone Number:** (310) 336-5000  
**Fax Number:** (310) 336-7055  
**Web:** http://www.aero.org  
**Principal Contact:** Dr. William F. Ballhaus, Jr., President & CEO  
**Activities:** Science and Engineering Support Services, Research and Technical Support Services, Program Support and Industry Stewardship  
**History:** On June 25, 1960, Lt. Gen. Bernard Schriever of the U.S. Air Force Ballistic Missile Division headquarters in El Segundo, California, announced the formation of The Aerospace Corporation, a unique

nonprofit corporation that would serve the Air Force in the scientific and technical planning and management of its missile space programs. "We have to have the most competent technical people in the country to provide us with the overall management capability for programs of this magnitude and of such importance," he said. Since then, the visionary men and women of The Aerospace Corporation have assisted the military and intelligence communities in the development and acquisition of our nation's critical defense space assets. It also applies decades of experience in space hardware and software to civil and commercial space ventures.

**Additional Information:**

For homeland security services contact: Mark Rochlin, (703) 812-0659, Mark.N.Rochlin@aero.org; New Mexico location: P. O. Box 9045, Albuquerque, NM 87119-9045 (505) 872-6200, fax: (505) 872-6213 <http://www.aero.org/corporation/locations/albuquerque.html>

**Total 2003 Revenue:** \$545 million  
**Total DOD 2003 Revenue:** \$540 million  
**Total Civilian 2003 Revenue:** \$5 million  
**DOD 2003 Funding Rank:** 39

***AKAL Security Inc.***

7 Infinity Loop  
Espanola, NM 87532

**Telephone Number:**

(888) 325-2527

**Email:**

mredman@kiit.com

**Web:**

<http://www.AkaiSecurity.com>

**Principal Contact:**

Michael Redman, Regional Manager, New Mexico & Texas

**Activities:**

Akal was founded in 1980 by Khala and Gurtej Khalsa, senior vice president and head of security operations. The men, who are not related, belong to the Sikh religion, whose members wear turbans, do not cut their hair and use no alcohol, drugs or cigarettes. The company initially worked in New Mexico, Texas and California. It started doing business with the federal government in 1987 and began growing rapidly in the 1990s, largely because of its federal work.

**Additional Information:**

This company just won a 4 1/2 year contract from DHS to provide security for buildings in Illinois, Minnesota, Wisconsin, and Indiana. Its largest customer is the federal government (US Marshal Service, US Army, FAA, GSA, IRS, Immigration and Customs Enforcement, NASA). Contact Mike Francis, Director, Department of Homeland Security, Federal Protective Service, and Immigration and Customs Enforcement (ICE) Contracts at (520) 868-1020. Also, some of its clients in the area include El Paso International Airport, Burlington Northern Santa Fe Railroad, EXPO New Mexico,

**Total 2003 Revenue:** \$211 million  
**Total DOD 2003 Revenue:** \$63 million  
**Total Civilian 2003 Revenue:** \$148 million  
**DOD 2003 Funding Rank:** 273  
**Civilian 2003 Funding Rank:** 73

***Alliant Techsystems Inc.***

5050 Lincoln Drive  
Edina, MN 55436

**Telephone Number:**

(952) 351-3000

**Fax Number:** (952) 351-3009  
**Email:** atk.corporate@atk.com  
**Web:** <http://www.atk.com/>  
**Principal Contact:** Daniel J. Murphy, Chairman, President & CEO  
**Activities:** ATK Thiokol, ATK Advanced Propulsion and Space Systems Group, ATK Precision Systems Group, ATK Ammunition Group, ATK Mission Research  
**History:** ATK was launched as an independent company in 1990, when Honeywell spun off its defense businesses to shareholders. The former Honeywell businesses had supplied defense products and systems to the U.S. and its allies for 50 years, including the first electronic autopilot that enabled B-17 aircraft to accomplish pinpoint bombing missions during World War II. ATK expanded into the aerospace market with the acquisitions of Hercules Aerospace Company in 1995 and Thiokol Propulsion in 2001, which transformed the company into the world's largest supplier of solid propellant rocket motors and a leading provider of high-performance composite structures.  
**Employees:** 9,400  
**Additional Information:** Has an office in Albuquerque with 54 employees under Mission Research  
**Total 2003 Revenue:** \$1,188 million  
**Total DOD 2003 Revenue:** \$788 million  
**Total Civilian 2003 Revenue:** \$400 million  
**DOD 2003 Funding Rank:** 23  
**Civilian 2003 Funding Rank:** 26

## **Analex Corp.**

5904 Richmond Highway  
 Suite 300  
 Alexandria, VA 22303

**Telephone Number:** (703) 329-9400  
**Fax Number:** (703) 329-8187  
**Web:** <http://www.analex.com>  
**Principal Contact:** Sterling Phillips, Chairman and CEO  
**Products or Services:** Aerospace services, medical services, commercial engineering services. Analyx Corp owns Beta Analytics International which began operations in 1982 providing security services for extremely sensitive government programs; ComGlobal Systems, Inc. which provides high-technology products and services to both government and commercial customers with expertise in program management, systems engineering, software development and installation support; and SyCom Services who specializes in software engineering, engineering support, and information systems management where expertise is needed to develop real-time and embedded software engineering systems such as civilian and military radar systems, signal analysis and specialized databases.  
**Additional Information:** Listed on the American Stock Exchange (NLX). Closest office is in Littleton, CO, (303) 730-0302; fax: (303) 730-2057, 7901 SouthPark Plaza, Suite 110, Littleton, CO, 80120  
**Total 2003 Revenue:** \$142 million  
**Total DOD 2003 Revenue:** \$88 million  
**Total Civilian 2003 Revenue:** \$55 million  
**DOD 2003 Funding Rank:** 197  
**Civilian 2003 Funding Rank:** 190

## ***Anteon Corp.***

3211 Jermantown Road  
Fairfax, VA 22030

**Telephone Number:**

(703) 246-0200

**Email:**

<http://www.anteon.com/smallbusiness/index.asp>

**Principal Contact:**

Joseph Kampf, President and CEO

**Activities:**

Anteon is a DHS prime contractor that is a leading systems integration company providing mission, operational and IT enterprise support to the U.S. government. It designs, integrates, maintains, and upgrades systems for national defense, intelligence, emergency response, infrastructure and other high-priority government missions. It also provides many of its customers with the systems engineering and program management skills necessary to manage the development and operations of their mission-critical systems.

**Products or Services:**

Systems integration; systems engineering; simulation & training; strategy & program management; operations support; functional solutions

**History:**

Started in 1976 as Evaluation Research Corporation, was purchased by Ogden Corporation in 1990. In 1995, Anteon Corporation acquired Ogden Corporation. For 2004, Anteon reported revenues of \$1.27 billion with 100 offices worldwide.

**Employees:**

9,000

**Additional Information:**

Small Business Liaison: Ludmilla Parnell, Marketing Director, Small Business Partnerships, 703-246-0948, [lparnell@anteon.com](mailto:lparnell@anteon.com).  
Subcontracting opportunities: C4ISR Experience, Information Security/Information Assurance, Space-related work (IT, engineering, environmental) – ground only, Maintenance & repair of C4I equipment (life cycle maintenance, tactical links, combat systems, data links, communications, C4I COTS, etc.), Environmental – non-remediation, Combat & Weapons Systems engineering & testing, Simulation & training, Telecommunications, Healthcare services (including Help Desk, nursing & other professionals), Army transformation, Army ranges, target systems, Future Combat Systems, Range training and maintenance, Air Force C41ST, acquisition & other AF experience, Maritime Architecture & Engineering (A&E), Maritime/Port Operations Services

**Total 2003 Revenue:**

\$888 million

**Total DOD 2003 Revenue:**

\$465 million

**Total Civilian 2003 Revenue:**

\$422 million

**DOD 2003 Funding Rank:**

47

**Civilian 2003 Funding Rank:**

24

## ***Applied Research Associates, Inc.***

4300 San Matel Blvd, NE  
Suite A-220  
Albuquerque, NM 87110

**Telephone Number:**

(505) 881-8074

**Fax Number:**

(505) 883-3673

**Web:**

<http://www.ara.com>

**Principal Contact:**

Robert Henry Sues, President & CEO

**Activities:**

Engineering, science and management services, R&D

**Products or Services:**

DOD, federal organizations, state and local governments, private sector

**History:**

Founded in 1976

**Employees:**

162 employees in New Mexico

**Additional Information:** 1,028 total employees  
**Total 2003 Revenue:** \$127 million

## ***Applied Technology Associates***

1300 Britt St SE  
Albuquerque, NM 87123

**Telephone Number:** (505) 767-1200  
**Fax Number:** (505) 767-1379  
**Web:** <http://www.aptec.com>  
**Principal Contact:** Anthony Tenorio, President & CEO  
**Activities:** Precision sensing, measurement and control, optical stabilization systems, space qualified sensors and actuators, R&D services, aerospace testing  
**Products or Services:** Aerospace and defense testing  
**History:** Founded in 1975  
**Employees:** 74 in New Mexico  
**Additional Information:** 75 total employees  
**Total 2003 Revenue:** \$8.6 million

## ***ARINC Inc.***

2551 Riva Road  
Annapolis, MD 21401

**Telephone Number:** (800) 633-6882  
**Fax Number:** (410) 573-3300  
**Email:** [http://www.arinc.com/cf/forms/contact\\_us.cfm](http://www.arinc.com/cf/forms/contact_us.cfm)  
**Web:** <http://www.arinc.com>  
**Principal Contact:** John M. Belcher, Chairman & CEO  
**Activities:** ARINC Incorporated is the world leader in transportation communications and systems engineering. The company develops and operates communications and information processing systems and provides systems engineering and integration solutions to five key industries: airports, aviation, defense, government, and surface transportation. Founded to provide reliable and efficient radio communications for the airlines, ARINC is headquartered in Annapolis, Maryland, with over 3,000 employees worldwide. ARINC is ISO 9001 certified.  
**History:** Incorporated in 1929, ARINC has been a leader in aviation communications. Today, it is a \$734 million, ISO 9001:2000 certified company that's recognized as the leading provider of transportation communications and systems engineering solutions for five major industries: aviation, airports, defense, government, and transportation. Headquartered in Annapolis, Maryland, it is global in reach. It has 3,000 dedicated employees located in more than 100 offices around the world provide over 200 value-added solutions and services to customers in 140 countries.  
**Employees:** 3,000  
**Additional Information:** New Mexico Office: 2144 Louisiana Avenue NE, Suite 4200, Albuquerque, NM 87110, (505) 248-0640  
**Total 2003 Revenue:** \$322 million  
**Total DOD 2003 Revenue:** \$308 million  
**Total Civilian 2003 Revenue:** \$14 million  
**DOD 2003 Funding Rank:** 67  
**Civilian 2003 Funding Rank:** 630

## ***BAE Systems Information Technology***

2525 Network Place  
Herndon, VA 20171

**Telephone Number:**

(703) 563-7500

**Web:**

[www.digitalnet.com](http://www.digitalnet.com)

**Principal Contact:**

William Shernit, President

**History:**

Its heritage is serving government. For more than three decades, through its predecessor companies, it has been the premier provider of networked infrastructure and information assurance solutions to the intelligence community, the Department of Defense, and civilian agencies. Its mission is to become the leading provider of end-to-end network computing solutions to government enterprise. It delivers robust, broad-based strategic consulting services, it emphasizes advanced networking solutions, such as network convergence and secure wireless technologies, and it deploys leading edge professionals in the areas of managed services, applications development and integration, and information security. It creates seamless network computing environments where networks, desktop and application solutions are interoperable, secure, mobile and agile.

**Additional Information:**

Small Business Liaison: William Mitchell,

[William.mitchell@digitalnet.com](mailto:William.mitchell@digitalnet.com), Website: [www.digitalnet.com](http://www.digitalnet.com).

Subcontracting opportunities: PKI expertise, data mining, voice/wireless expertise, cabling

**Total 2003 Revenue:**

\$1,824 million

**Total DOD 2003 Revenue:**

\$1,714 million

**Total Civilian 2003 Revenue:**

\$110 million

**DOD 2003 Funding Rank:**

14

**Civilian 2003 Funding Rank:**

98

## ***Ball Aerospace***

1600 Commerce Street  
P. O. Box 1062  
Boulder, CO 80301

**Telephone Number:**

(303) 939-4000

**Fax Number:**

(303) 939-6104

**Email:**

[info@ball.com](mailto:info@ball.com)

**Web:**

<http://www.ballaerospace.com>

**Principal Contact:**

David L. Taylor, President & CEO

**Activities:**

Manufacturing, R&D, Sales/Distribution

**Products or Services:**

Antennas, Cryogenics, Electronic Supplies, Electro Optic Systems and Equipment, GPS Equipment, Laser Communications, Optic Systems and Equipment, Satellite Payloads, Satellite Remote Sensing Services, Spacecraft, Space Systems and Subsystems, Systems Engineering Services, Tracking Systems, and Video Products

**Employees:**

Founded in 1956 and a division of Ball Corporation. Ball Aerospace & Technologies Corp. provides imaging, communications, and information systems, products, software, and services to government and commercial aerospace customers.

**Total 2003 Revenue:**

\$534.9 million

## ***Ball Corp.***

10 Longs Peak Drive

Broomfield, CO 80021

**Telephone Number:** (303) 469-3131  
**Fax Number:** (303) 460-2127  
**Email:** corpinfo@ball.ocm  
**Web:** http://www.ball.com  
**Principal Contact:** R. David Hoover, Chairman, President & CEO  
**Activities:** Ball Corporation is a supplier of metal and plastic packaging products, primarily for the beverage and food industries. The company also owns Ball Aerospace & Technologies Corp., which develops sensors, spacecraft, systems and components for government and commercial markets. Ball Corporation employs more than 13,200 people and reported 2004 sales of \$5.4 billion.

**Products or Services:** Packaging for metal beverages, plastic beverages, and metal food containers

**History:** Founded in 1884 by 5 Ball brothers as a small producer of wooden-jacketed tin cans and has transformed into an international manufacturing company. Ball is recognized around the world for its high-quality metal and PET plastic food and beverage containers, and for its leading aerospace technology products and services.

**Total 2003 Revenue:** \$195 million  
**Total DOD 2003 Revenue:** \$85 million  
**Total Civilian 2003 Revenue:** \$111 million  
**DOD 2003 Funding Rank:** 203  
**Civilian 2003 Funding Rank:** 96

### ***Bearing Point Inc.***

1676 International Drive  
McLean, VA 22102

**Telephone Number:** (866) BRNGPNT or (703) 747-3000  
**Web:** www.bearingpoint.com/solutions/homeland\_security/  
www.bearingpoint.com/industries/public\_services/sba/index.html  
**Principal Contact:** Harry L. You, CEO

**Activities:** BearingPoint, Inc. (NYSE: BE), a prime contractor for Department of Homeland Security, is one of the world's largest business consulting, systems integration and managed services firms serving government agencies, Global 2000 companies, medium-sized businesses and other organizations. It provides business and technology strategy, systems design, architecture, applications implementation, network infrastructure, systems integration and managed services.

**Products or Services:** BearingPoint provides business consulting, systems integration and managed services to Global 2000 companies, medium-sized businesses, and government organizations.

**Employees:** 16,000

**Additional Information:** Small Business Liaison: Norman Montgomery, Norman.montgomery@bearingpoint.com. Subcontracting opportunities: Domain expertise and prior working relationships with DHS component agencies, General Information Technology systems capabilities, Stakeholder Management, Strategy and Transformation, Enterprise Planning, Program Management, BPR / BPI, Investment Planning Management, Enterprise Architecture, ERP Implementation, Training, Acquisition Management, Requirements Determination

**Total 2003 Revenue:** \$487 million  
**Total DOD 2003 Revenue:** \$158 million

**Total Civilian 2003 Revenue:** \$329 million  
**DOD 2003 Funding Rank:** 108  
**Civilian 2003 Funding Rank:** 32

### ***Belleville Shoe Mfg. Co.***

100 Premier Drive  
Belleville, IL 62220

**Telephone Number:** (618) 233-5600  
**Fax Number:** (618) 233-5617  
**Email:** info@bellevilleshoe.com  
**Web:** http://www.bellevilleshoe.com  
**Principal Contact:** Eric Weidmann, President  
**Activities:** Largest supplier of military boots to US Armed Forces. Belleville has two plants: Belleville, Illinois and DeWitt, Arkansas and produce over 1,000,000 pairs annually.  
**Products or Services:** Manufacturing men's and women's combat boots  
**History:** Founded in 1904  
**Employees:** 350  
**Total 2003 Revenue:** \$153 million  
**Total DOD 2003 Revenue:** \$153 million  
**Total Civilian 2003 Revenue:** \$7 thousand  
**DOD 2003 Funding Rank:** 109

### ***BNFL Inc. (British Nuclear Fuels)***

1100 Daresbury Park  
Daresbury, Warrington WA4 4GB

**Telephone Number:** 01925 832000  
**Email:** http://www.bnfl.com/index.aspx?page=657  
**Web:** http://www.bnfl.com  
**Principal Contact:** Mike Parker, CEO  
**Activities:** BNFL is an international nuclear energy business that employs 23,000 people in 16 countries. Its activities span the entire nuclear energy cycle. That means everything from reactor design and fuel manufacture to power station decommissioning and clean-up. BNFL has around a 12% share of the world nuclear market. It has a 40% share in the non defense-related government and environmental business which will be managed by the Westhouse Government Environmental Services Company and includes the Waste Isolation Pilot Project in Carlsbad, NM. BNFL provides products and expertise to the nuclear-energy market throughout the world. Its business activities include: making fuel; reactor services; generating electricity; managing used fuel, plus decommissioning and cleaning up nuclear facilities which are no longer used.  
**Products or Services:**  
**Employees:** 26,000  
**Additional Information:** NM Office: 4001 Office Court Drive, Suite 800, Santa Fe, NM 87507; (505) 424-6660, Fax: (505) 424-6660; Jim Gallegher, President of Government Services Group  
**Total 2003 Revenue:** \$1,705 million  
**Total DOD 2003 Revenue:** \$95 million  
**Total Civilian 2003 Revenue:** \$1,609 million  
**DOD 2003 Funding Rank:** 180  
**Civilian 2003 Funding Rank:** 9

## ***Boeing Company***

100 North Riverside  
Chicago, Illinois 60606

**Telephone Number:**

(312) 544-2000

**Web:**

[www.boeing.com](http://www.boeing.com)

**Principal Contact:**

James F. Albaugh, President and CEO, Integrated Defense Systems

**Activities:**

Boeing is a leading aircraft and aerospace manufacturer, headquartered in Chicago, Illinois, with its largest production facilities near Seattle, Washington. It is also a defense contractor. It is organized based on the products and services it offers. It operates in six principal segments: Commercial Airplanes; Aircraft and Weapon Systems (A&WS), Network Systems, Support Systems and Launch and Orbital Systems (L&OS), collectively Integrated Defense Systems (IDS); and Boeing Capital Corporation (BCC). Other segment classification which principally includes the activities of Connexion by BoeingSM, a two-way data communications service for global travelers; and Boeing Technology, an advanced research and development organization focused on innovative technologies, improved processes and the creation of new products. Effective April 1, 2004, Air Traffic Management, a business unit developing new approaches to a global solution to address air traffic management issues, was absorbed into Phantom Works research division which is included within Boeing Technology.

**History:**

Boeing was founded by William Boeing and incorporated in 1919. It is the largest aircraft manufacturer in the world and critically important to the civilian and military aviation industry. Its main competitor is EADS, an European consortium that includes Airbus.

**Employees:**

159,000

**Additional Information:**

It also has other divisions including Integrated Defense Systems, which has an office in Albuquerque and a number of federal defense contracts. Boeing will probably have a quiet presence on White Sands Missile Range.

**Total 2003 Revenue:**

\$21 billion

**Total DOD 2003 Revenue:**

\$17 billion

**Total Civilian 2003 Revenue:**

\$3 billion

**DOD 2003 Funding Rank:**

2

**Civilian 2003 Funding Rank:**

3

## ***Boeing-SVS Inc***

4411 The 25 Way  
Suite 350  
Albuquerque, NM 87109

**Telephone Number:**

(505) 449-4600

**Fax Number:**

(505) 345-8303

**Web:**

<http://www.boeing-svs.com>

**Principal Contact:**

Lee M Gutheinz, General Manager

**Activities:**

Lasers and electro-systems

**Products or Services:**

DOD

**History:**

Founded in 1993

**Employees:**

311 in New Mexico

**Additional Information:**

159,276 total employees

## ***Booz Allen Hamilton Inc.***

8283 Greensboro Drive  
McLean, VA 22102

**Telephone Number:** (703) 902-5000  
**Email:** communications@bah.com  
**Web:** <http://www.boozallen.com/>  
**Principal Contact:** Dr. Ralph Shrader, CEO  
**Activities:** Major areas of expertise include: strategy, organization, operations, systems, and technology  
**Products or Services:** Services include: change management, customers & channels, economic business analysis, global resilience, innovation, institutional strengthening/infrastructure development, IT strategy & systems, operations, organizations, people & performance, outsourcing advisory services, program management, property & facilities analysis, strategy, supply chain management, wargaming, modeling & strategic simulation, government contract vehicles  
**History:** In 1914, Edwin Booz had an idea. He believed that companies would be more successful if they could call on someone outside their own organizations for expert, impartial advice. In doing so, he created a new profession — management consulting — and the firm that would bear his name, Booz Allen Hamilton. Annual sales is \$3 billion.  
**Employees:** 16,000  
**Additional Information:** Small Business Liaison: Verna Montgomery, Montgomery\_verna@bah.com. Small Business Registration Site: <https://extweb.bah.com/businessregistration/>. Subcontracting opportunities include: Information management analysis and planning (including change management, IT architecture, knowledge management, risk analysis), Information systems engineering and design (including EDI, database design, software development, software maintenance and licensing, software engineering), Information systems operations and management (including asset management, IT infrastructure support, database administration, mainframe support, seat management, media and video teleconferencing), Information System Security (including information assurance, disaster recovery, hot site/cold site support, PKI, software/hardware).  
**Total 2003 Revenue:** \$1,348 million  
**Total DOD 2003 Revenue:** \$806 million  
**Total Civilian 2003 Revenue:** \$542 million  
**DOD 2003 Funding Rank:** 22  
**Civilian 2003 Funding Rank:** 17

## ***CACI International Inc.***

1100 International Inc.  
1100 North Glebe Road  
Arlington, VA 22201

**Telephone Number:** (703) 841-7800  
**Fax Number:** (703) 841-7882  
**Email:** lden@caci.com  
**Web:** <http://www.caci.com>  
**Principal Contact:** Dr. J. P. London, Chairman of the Board  
**Activities:** CACI International Inc, a DHS prime contractor, provides the IT and network solutions needed to prevail in today's new era of defense,

intelligence and e-government. From systems integration and managed network solutions to knowledge management, engineering, simulation and information assurance, it delivers the IT applications and infrastructures to its federal customers use to improve communications and collaboration, secure the integrity of information systems and networks, enhance data collection and analysis and increase efficiency and mission effectiveness. Its solutions lead the transformation of defense and intelligence, assure homeland security, enhance decision-making and help government to work smarter, faster and more responsively.

**Products or Services:**

Specialists in systems integration, managed network solutions, and information assurance. Principal products and services include homeland security, engineering and logistics, intelligence services, knowledge management, CACI Creative Group

**History:**

Founded in 1962, pioneering in simulation software. Publicly owned since 1968 with \$1.146 billion in 2004 revenues. CACI is organized into two major business groups: domestic operations (CACI, Inc.-Federal) and the United Kingdom (UK) operations (CACI, Ltd.). Its domestic operations develop and implement complex systems integration solutions for federal, state and local and commercial customers, working with a client's systems whether they are existing ones or those tied to the Internet. Its UK operations offer marketing systems software and database products for use by the retail community and builds large complex computer systems.

**Employees:**

9,500

**Additional Information:**

Small Business Liaison: Ray Rollins rrollins@caci.com, Wayne Porter, Mentor Protégé wporter@caci.com. Subcontracting opportunities: Network Services Support, Information Technology Services Support, Document Management Services Support, Logistics Support Services, Help Desk, Call Center Support, Quality Assurance/IV&V, Training Support Services, Staffing Services

**Total 2003 Revenue:**

\$887 million

**Total DOD 2003 Revenue:**

\$584 million

**Total Civilian 2003 Revenue:**

\$302 million

**DOD 2003 Funding Rank:**

34

**Civilian 2003 Funding Rank:**

36

## ***Caddell Construction Co.***

2700 Lagoon Park Drive  
P. O. Box 210099 (36121)  
Montgomery, AL 36109

**Telephone Number:**

(334) 272-7723

**Fax Number:**

(334) 394-0189

**Web:**

<http://www.cadell.com>

**Principal Contact:**

B.E. Steward, President & CEO

**Activities:**

John A. Caddell, following 31 years at the head of one of the nation's largest construction and engineering groups, formed Caddell Construction Co., Inc. in 1983. Since then, Caddell has sustained remarkable growth and emerged as a major competitor in both commercial and industrial markets worldwide. Consistently ranked by ENR among the 200 largest U.S. contractors, Caddell is also the 26th largest U.S. GC working abroad and the nation's 88th largest design/build firm. The majority of Caddell's volume consists of work for federal clients including the U.S. State Department, the GSA, the Federal

Bureau of Prisons, the Department of Energy, and all branches of the U.S. military. However, Caddell continues to serve a wide variety of private customers most notably the Southern Company for whom Caddell has built major power plant complexes and provides ongoing construction and maintenance services.

**Products or Services:**

Projects for military, judicial & correctional, international & diplomatic, aviation & airports, healthcare, R&D, Industrial, commercial & special use.

**Total 2003 Revenue:** \$189 million  
**Total DOD 2003 Revenue:** \$12 million  
**Total Civilian 2003 Revenue:** \$177 million  
**Civilian 2003 Funding Rank:** 60

### ***CH2M Hill Companies Ltd.***

9191 South Jamaica Street  
Englewood, CO 80112

**Telephone Number:** (303) 771-0900

**Fax Number:** (720) 286-9250

**Web:** <http://www.ch2mhill.com/>

**Principal Contact:** Ralph R. Peterson, Chairman of the Board, President and CEO

**Products or Services:**

Its primary business sectors include communications and information services; environmental services; facility and infrastructure services, industrial and manufacturing facilities, military facilities and base operations support, nuclear, operations and maintenance, power and energy, transportation, drinking water, wastewater, water resources, and UMS.

**History:**

Established in 1946, CH2M HILL began as a professional partnership of H. Cornell, J. Howland, B. Hayes, & F. Merryfield (CH2M). In 1971, the firm merged with Clair A. Hill and Associates (established in 1946), to become CH2M HILL. In 1977, the firm merged with Black, Crow, and Eidsness (BC&E), a company originally begun in 1951.

**Employees:**

14,500

**Additional Information:**

Included in its family of companies is Lockwood Greene, based in Spartanburg, SC and a major contractor in the Albuquerque area, including large projects for Intel. Corporate Headquarters for Lockwood-Greene is: P. O. Box 491, Spartanburg, SC 29304; (888) LOCKWOOD; Fax: (864) 599-4117; [lockwood@lg.com](mailto:lockwood@lg.com)

**Total 2003 Revenue:** \$398 million

**Total DOD 2003 Revenue:** \$271 million

**Total Civilian 2003 Revenue:** \$126 million

**DOD 2003 Funding Rank:** 72

**Civilian 2003 Funding Rank:** 84

### ***Charles Stark Draper Labs***

555 Technology Square  
Cambridge, MA 02139-3563

**Telephone Number:** (617) 258-1000

**Fax Number:** (617) 258-1131

**Email:** [communications@draper.com](mailto:communications@draper.com)

**Web:** <http://www.draper.com>

**Principal Contact:** Vice Vitto, President

**Activities:**

Draper is a leader in guidance, navigation, and control systems; fault-tolerant computing, reliable software development; modeling and simulation; and MEMS technology. It applies its expertise to the development of advanced engineering prototypes in a broad range of domains, including autonomous air, land, sea, and space systems; information systems control and integration; distributed sensors and networks; precision-guided munitions; advanced microelectronics; chemical/biological defense; and biomedical engineering.

**Additional Information:**

Under Air Force Research Laboratory (Albuquerque) sponsorship, Draper is developing technology for small, solid-state, multi-mission inertial guidance systems that can provide affordable solutions for conventional global strike, reentry penetrators, and flight test instrumentation. Draper Laboratory's efforts to increase commercialization of its intellectual property and to encourage staff creativity have reached a new milestone with the establishment of Sionex Corporation as an independent, for-profit company seeking to commercialize technology developed at Draper by Dr. Raanan Miller in the area of field asymmetric ion mobility spectrometry (FAIMS). He teamed up with leading experts on ion mobility spectrometry from New Mexico State University (NMSU), who characterized the sensors under funding from Draper's on-campus research program. Experimental results from the FAIMS sensors have been presented at numerous conferences and in journal articles. (781) 239-8029

**Total 2003 Revenue:** \$206 million  
**Total DOD 2003 Revenue:** \$202 million  
**Total Civilian 2003 Revenue:** \$5 million  
**DOD 2003 Funding Rank:** 90

***Chugach Alaska Corp.***

561 E. 36th Avenue  
560 E. 34th Avenue  
Anchorage, Alaska 99503

**Telephone Number:** (907) 563-8866  
**Fax Number:** (907) 563-8402

**Email:**

**Web:**

<http://chugach-ak.com/business/>

**Principal Contact:** Barney Uhart, President & CEO

**Products or Services:**

Base operating services, construction services, education services, environmental services, information technology, telecommunications  
Has contracts for Kirtland AFB, Email: 377msg.cemr@kirtland.af.mil. Prime contractor for Roswell Job Corps Center, 57 C Street, Roswell, NM 88203; (505) 347-5414; Fax: (505) 347-4987; Elephant Butte Station, Fort Bliss, Texas, Holloman AFB

**Additional Information:**

**Total 2003 Revenue:** \$546 million  
**Total DOD 2003 Revenue:** \$498 million  
**Total Civilian 2003 Revenue:** \$48 million  
**DOD 2003 Funding Rank:** 45  
**Civilian 2003 Funding Rank:** 207

***Computer Sciences Corp.***

2100 East Grand Avenue  
El Segundo, CA 90245

**Telephone Number:** (310) 615-0311  
**Web:** <http://www.csc.com>  
**Principal Contact:** Ben Gianni, Vice President of Homeland Security  
**Activities:** Application outsourcing, business process outsourcing, credit services, customer relationship management, enterprise application integration, enterprise solutions, hosing services, IT infrastructure outsourcing, knowledge management, legal solutions, management consulting, outsourcing, risk management & claims, security

**History:** Founded in 1959 by two young computer analysts working in the aerospace industry who saw the opportunity for a new kind of business. They set out to provide computer manufacturers with complex programs known as assemblers, compilers and operating systems, to make it easier to use the computers, thereby expanding the potential markets for the products. Roy Nutt was a stellar programmer, who had developed the first widely accepted assembly program and was a member of the small IBM team that developed Fortran. Fletcher Jones, a marketing whiz, came from North American Aviation Corp., where he had managed a divisional computer center. Four decades of pioneering, exploration and innovation got off the ground when Nutt and Jones pooled \$100 to start a company that they named Computer Sciences Corporation. With Nutt providing the technical direction and Jones handling the marketing, the young company prospered, quickly gaining a reputation for innovative design and high-quality work. Through work for numerous computer manufacturers and other large computer users, CSC developed more systems software than any other computer services company in the industry.

**Employees:** 79,000  
**Additional Information:** Small Business Liaison: Vivian Scheithauer, [vscheithauer@csc.com](mailto:vscheithauer@csc.com). Small Businesses should register in the CSC Supplier Diversity Database at [www.csc.com/supplierdiversity](http://www.csc.com/supplierdiversity). IT Professional Services BPA. Subcontracting opportunities include: Systems Integration, IT Services, Outsourcing

**Total 2003 Revenue:** \$4,542 million  
**Total DOD 2003 Revenue:** \$2,765 million  
**Total Civilian 2003 Revenue:** \$1,777 million  
**DOD 2003 Funding Rank:** 8  
**Civilian 2003 Funding Rank:** 8

## ***Crane Co.***

100 First Stamford Place  
 Stamford, CT 06902

**Telephone Number:** (213) 363-7300  
**Web:** <http://www.craneco.com>  
**Principal Contact:** Eric C. Fast, President and CEO  
**Activities:** Crane Co is a diversified manufacturer of highly engineered products focused on niche markets in: Aerospace & Electronics (Aerospace Group, Electronics Group); Fluid Handling (Crane Supply, Crane Valve Group, Valve Services, Crane Pumps & Systems, Crane Environmental, Resistoflex-Industrial); Controls (Barksdale, Azonix-Dynalco); Engineered materials (Kemlite, Polyflon); Merchandising (Crane Merchandising Systems, National Rejectors)

**History:** Crane was founded 150 years ago.  
**Total 2003 Revenue:** \$147 million  
**Total DOD 2003 Revenue:** \$16 million

**Total Civilian 2003 Revenue:** \$131 million  
**Civilian 2003 Funding Rank:** 81

### ***Cubic Corp.***

9333 Balboa Avenue  
San Diego, CA 92123

**Telephone Number:** (858) 277-6780  
**Web:** [http://www.cubic.com/cda1/Prod\\_&\\_Serv/Homeland\\_Security/index.html](http://www.cubic.com/cda1/Prod_&_Serv/Homeland_Security/index.html)  
**Principal Contact:** Walter J. Zable, President, CEO, and Chairman  
**Activities:** Cubic Corporation designs, develops, manufactures and installs products

which are mainly electronic in nature, such as: equipment for use in customized military range instrumentation, training and applications systems, communications and surveillance systems, HF and VHF/UHF surveillance receivers, transceivers and avionics systems; automated revenue collection systems, including contactless smart cards, passenger gates, central computer systems and ticket vending machines for mass transit networks, including rail systems and buses. It also performs a variety of services, such as computer simulation training, distributed interactive simulation and development of military training doctrine, as well as field operations and maintenance. It also manufactures replacement parts for the products it produces. In addition, it operates a corrugated paper converting facility through its subsidiary, Consolidated Converting Company.

**Products or Services:** For homeland security products and services: intelligence and warning, border and transportation security, domestic counterterrorism, protecting critical infrastructure and key assets, defending against catastrophic threats, emergency preparedness and response

**History:** Founded by Walter J. Zable, Cubic began life as a small electronics company in a San Diego storefront in 1951. The employees' tireless efforts over the next few years laid the foundation for large-scale product diversification and growth.

**Employees:** 4,700  
**Additional Information:** Cubic's contact information for homeland security:  
[http://www.cubic.com/cda1/Prod\\_&\\_Serv/Homeland\\_Security/homelands\\_security\\_contacts.html](http://www.cubic.com/cda1/Prod_&_Serv/Homeland_Security/homelands_security_contacts.html)

**Total 2003 Revenue:** \$167 million  
**Total DOD 2003 Revenue:** \$166 million  
**Total Civilian 2003 Revenue:** \$582 thousand  
**DOD 2003 Funding Rank:** 104

### ***CVI Laser Corporation***

200 Dorado Place SE  
Albuquerque, NM 87123

**Telephone Number:** (505) 296-9541  
**Fax Number:** (505) 298-9908  
**Web:** <http://www.cvilawer.com>  
**Principal Contact:** Stuart Schoemann, CEO  
**Activities:** Manufacturer of laser optics, coatings, assemblies and mounts  
**Products or Services:** Semiconductor processing, semiconductor metrology, laser systems, laser material processing, biotech, aerospace and research  
**History:** Founded in 1972  
**Employees:** 195 in New Mexico

**Additional Information:** 375 total employees  
**Total 2003 Revenue:** \$40.5 million

### ***Daniel B. Stephens & Associates Inc.***

6020 Academy Road NE  
Suite 100  
Albuquerque, NM 87109

**Telephone Number:** (505) 822-9400  
**Fax Number:** (505) 822-8877  
**Web:** <http://www.dbstephens.com>  
**Principal Contact:** Michael Bitner, President  
**Activities:** Hydrogeologic investigations, water resources planning and development, studies of contaminant transport in soil and groundwater  
**Products or Services:** US DOE, mining, legal profession, state and local government  
**History:** Founded in 1984  
**Employees:** 65 in New Mexico  
**Additional Information:** 90 total employees  
**Total 2003 Revenue:** \$12.5 million

### ***Digital Traffic Systems Inc. (DTS)***

3813 Academy Parkway South NE  
Albuquerque, NM 87109

**Telephone Number:** (505) 881-4470  
**Fax Number:** (505) 881-4483  
**Web:** <http://www.dtsits.com>  
**Principal Contact:** Richard T. Hoke, CEO  
**Activities:** Diversified technology services company specializing in the integration, installation, operation and maintenance of sensor, data and display systems  
**Products or Services:** Transportation, security and industrial sensor and integrated systems  
**History:** Founded in 1999  
**Employees:** 15 in New Mexico  
**Additional Information:** 81 total employees  
**Total 2003 Revenue:** \$5.4 million

### ***Dynamics Research Corp.***

60 Frontage Road  
Andover, MA 01810-5498

**Telephone Number:** (978) 475-9090  
**Fax Number:** (978) 474-8205  
**Web:** <http://www.drc.com>  
**Principal Contact:** Jim Regan, Chairman and CEO  
**Products or Services:** Working with DHS, it provides business intelligence solutions that support decision makers who are responsible for citizen security to make cost effective choices when applying limited resources. Its Automated Case Management solutions can alert welfare caseworkers of a potentially violent situation before they put themselves and other innocent citizens in danger. Training and Performance Support solutions can produce more effective pilots and flight crews ensuring more effective and safe surveillance operations.  
**History:** Founded in 1955

**Additional Information:** NM field office: 10010 Indian School Road NE, Albuquerque, NM 87112  
(505) 292-5562  
**Total 2003 Revenue:** \$159 million  
**Total DOD 2003 Revenue:** \$47 million  
**Total Civilian 2003 Revenue:** \$112 million  
**DOD 2003 Funding Rank:** 372  
**Civilian 2003 Funding Rank:** 93

### ***Dynetics Inc.***

1000 Explorer Boulevard  
Huntsville, Alabama 35806

**Telephone Number:** (256) 922-9230  
**Fax Number:** (256) 922-9260  
**Web:** <http://www.dynetics.com>  
**Principal Contact:** Thomas A. Baumbach, President  
**Products or Services:** Services include: Government Technical Services (Aviation and Missile Solutions, Cynetics, CAS & Davidson; Information Technology (Information Engineering and iMs (Integrated Management Solutions)); Rapid Prototyping (Auburn Engineering)

**History:** Dynetics was founded in 1974 in Huntsville, Alabama, to provide technical support to ballistic missile defense customers. In the late 1970s, Dynetics earned a reputation as a source of expert radar system analysis and engineering technical support for the US Army Missile Command (MICOM) and the Missile Intelligence Agency (MIA), developing extensive experience in intelligence data analysis for tactical weapon systems and ballistic missile defense, system analysis and engineering, foreign radar design analysis, radar performance evaluation, and radar signal processing.

**Additional Information:** El Paso office: 4528 CJ Levan Court, El Paso, TX 79924-6003, (915) 569-7572, Fax: (915) 569-7587  
**Total 2003 Revenue:** \$181 million  
**Total DOD 2003 Revenue:** \$179 million  
**Total Civilian 2003 Revenue:** \$2 million  
**DOD 2003 Funding Rank:** 97

### ***Electronic Data Systems Corp.***

5400 Legacy Drive  
Plano, TX 75024

**Telephone Number:** (972) 604-6000  
**Fax Number:** (972) 605-6033  
**Email:** [info@eds.com](mailto:info@eds.com)  
**Web:** <http://www.eds.com>  
**Principal Contact:** Al Edmonds, President, US Government Solutions  
**History:** EDS is a leading global technology services company delivering business solutions to its clients. EDS founded the information technology outsourcing industry more than 40 years ago. Today, EDS delivers a broad portfolio of information technology and business process outsourcing services to clients in the manufacturing, financial services, healthcare, communications, energy, transportation, and consumer and retail industries and to governments around the world. EDS' A.T.

**Employees:**  
**Additional Information:**

Kearney is one of the world's leading high-value management consultancies.

117,000

Robert L. Nabors, Vice President of Enterprise Solutions and leading the company's homeland security program,  
<http://www.eds.com/industries/homeland/>

**Total 2003 Revenue:** \$1,185 million  
**Total DOD 2003 Revenue:** \$694 million  
**Total Civilian 2003 Revenue:** \$490 million  
**DOD 2003 Funding Rank:** 29  
**Civilian 2003 Funding Rank:** 20

### ***EMCORE Corporation***

1600 Eubank Blvd SE  
Albuquerque, NM 87123

**Telephone Number:**

(505) 323-3400

**Fax Number:**

(505) 323-3402

**Web:**

<http://www.emcore.com>

**Principal Contact:**

Scott Massie, COO

**Activities:**

Solar cells and panels for satellites, digital and analog optical modules and components

**Products or Services:**

Optical communications, wireless communications, satellite communications

**History:**

Founded in 1997

**Employees:**

300 in New Mexico

**Additional Information:**

600 total employees

**Total 2003 Revenue:**

\$93 million

### ***Energy Control Inc.***

2600 American Road  
Suite 110  
Rio Rancho, NM 87124

**Telephone Number:**

(505) 890-2888

**Fax Number:**

(505) 890-1790

**Email:**

**Web:**

<http://www.energyctrl.com>

**Principal Contact:**

Jack McGowan, President

**Activities:**

Intelligent building systems for heating, airconditioning, security and information technology, renewal energy and financing for guaranteed savings projects

**Products or Services:**

Commercial, educational, institutional, governmental

**History:**

Founded in 1976

**Employees:**

45 in New Mexico

**Additional Information:**

45 total employees

**Total 2003 Revenue:**

\$8.4 million

### ***Engineered Support Systems Inc.***

201 Evans Lane  
St. Louis, MO 63121

**Telephone Number:**

(314) 553-4000

**Fax Number:**

(314) 553-4991

**Web:** <http://www.engineeredsupport.com>  
**Principal Contact:** Gerald A. Potthoff, CEO  
**Activities:** Engineered Support Systems designs, manufactures, and supplies integrated military electronics, support equipment, and technical and logistics services for all branches of America's armed forces and certain foreign militaries, homeland security forces and selected government and intelligence agencies. The company also produces specialized equipment and systems for commercial and industrial applications.  
**History:** Founded in 1982 by Michael F. Shanahan and commenced operations as Engineered Air Systems, Inc. as a manufacturer of military support equipment.  
**Total 2003 Revenue:** \$559 million  
**Total DOD 2003 Revenue:** \$554 million  
**Total Civilian 2003 Revenue:** \$5 million  
**DOD 2003 Funding Rank:** 36

### ***Fiore Industries, Inc.***

5301 Central Ave NE  
Suite 900  
Albuquerque, NM 87108

**Telephone Number:** (505) 255-9797  
**Fax Number:** (505) 255-8886  
**Web:** <http://www.fiore-ind.com>  
**Principal Contact:** Bill M Miera, CEO  
**Activities:** Systems engineering, prototyping, testing, directed energy research and engineering  
**Products or Services:** Research and development engineering, IT  
**History:** Founded in 1989  
**Employees:** 44 in New Mexico  
**Additional Information:** 75 total employees  
**Total 2003 Revenue:** \$8.6 million

### ***Fluor Corp.***

One Enterprise Drive  
Aliso Viejo, CA 92656

**Telephone Number:** (949) 349-2000  
**Web:** <http://www.fluor.com/ias/gov/default.asp>  
**Principal Contact:** Alan L. Boeckmann, Chairman and CEO  
**Activities:** Fluor Corporation was incorporated in Delaware on September 11, 2000 prior to a reverse spin-off transaction which separated it from its coal business which now operates as Massey Energy Company. However, through various of its predecessors, it have been in business for more than 100 years. The company is structured as a holding company which owns the stock of a number of subsidiaries. It is through these subsidiaries that it performs its business. It operates globally, with workforce of nearly 35,000 employees located in offices in 25 countries across six continents. It defines its business as providing engineering, procurement, construction and maintenance services. It serves a diverse set of industries worldwide including chemical and petrochemicals, life sciences, manufacturing, oil and gas, power, telecommunications and

transportation infrastructure. It is also a primary service provider to the United States federal government. It performs operations and maintenance activities for major industrial clients. Fluor is one of the largest professional services firms, providing services on a global basis in the fields of engineering, procurement, construction and maintenance services. It is aligned into five principal operating segments (each, a "segment"). The five segments are Oil & Gas, Industrial & Infrastructure, Government, Global Services and Power. Fluor Constructors International, Inc. which is organized and operates separately from our business segments, provides unionized management and construction services in the United States and Canada, both independently and as a subcontractor on projects to our segments.

**Products or Services:**

Homeland security services include: Emergency and Disaster Response; Contingency Response, Program Management, Educational and Healthcare Facilities Design/Build/ Laboratory Design/Build/ Public-Private Partnerships.

**Total 2003 Revenue:** \$1,220 million  
**Total DOD 2003 Revenue:** \$192 million  
**Total Civilian 2003 Revenue:** \$1,029 million  
**DOD 2003 Funding Rank:** 93  
**Civilian 2003 Funding Rank:** 13

***General Atomics Technology Corp.***

3550 General Atomics Court  
P. O. Box 85608 (92186-5608)  
San Diego, CA 92121-1122

**Telephone Number:**

(858) 455-3000

**Fax Number:**

(858) 455-3621

**Web:**

<http://www.ga.com>

**Principal Contact:**

Thomas J. Cassidy, Jr., President & CEO

**Activities:**

General Atomics was conceived in 1955 at San Diego, California for the purpose of harnessing the power of nuclear technologies for the benefit of mankind. General Atomics' basic research into fission and fusion has matured into competence in many technologies, making GA and its affiliated companies one of the world's leading resources for high-technology systems development ranging from the nuclear fuel cycle to remotely operated surveillance aircraft, airborne sensors, and advanced electric, electronic, wireless and laser technologies. When founded General Atomics was a division of General Dynamics but is now privately owned. It has three operating groups: Advanced Technologies Group (Advanced Process Systems Division, Electromagnetic Systems Division, Systems Engineering Division, Nuclear Waste Management); Energy Group (Controlled Fusion, Power Reactors, Photonics); and Reconnaissance Systems (Lynx); Affiliated Companies include: General Atomics Aeronautical Systems, General Atomics Electronic Systems, CoverDyn, Cotter, Healthgate Resources, Nuclear Fuels Corporation, Rio Grande Resources Corporation, Spezialtechnik Dresden and Subsidiaries.

**Products or Services:**

Corrugated microwave transmission line components, cryotech deicing, demilitarization/hazardous waste destruction, Diazyme Laboratories, display products, E-Smart, fusion technology products, gas turbine modular helium reactor, lasers, Lynx SAR, Nirvana Storage Resource Broker, Nuclear Waste Management, Paladin, power inverters, radiation monitoring systems, terminal automation products, Gulftronic Separator

**Additional Information:**

system, high voltage capacitors/power supplies, homeland security, UAVs, ultra-wideband  
General Atomics conducts operations in Los Alamos, New Mexico. An affiliate, Rio Grande Resources Corporation (<http://www.ga.com/riogrande.php>) controls uranium operations and mineral resources in south Texas and New Mexico, including the Mt. Taylor uranium mine.

**Total 2003 Revenue:** \$314 million  
**Total DOD 2003 Revenue:** \$241 million

***General Dynamics Corp.***

1421 Jefferson Davis Highway  
Suite 600  
Arlington, VA 22202

**Telephone Number:** (703) 271-7300  
**Fax Number:** (703) 271-7301  
**Email:** [ais.contact@gd-ais.com](mailto:ais.contact@gd-ais.com)  
**Web:** <http://www.gdaviationservices.com/>  
**Principal Contact:** Lewis F. Von Thaer, President, Advanced Information Systems  
**Activities:** General Dynamics Advanced Information Systems, a DHS prime contractor, offers government and commercial customers in the defense, intelligence, and homeland defense and security communities an impressive depth and breath of capabilities. Its products and services support customers' technological needs from beneath the ocean to outer space.

**Products or Services:** Chemical, Biological, Radiological, Nuclear; Emergency Environmental Response Tool; First Responders Integrated Support System; GPS Anomaly Monitoring Equipment Suite; Information Sharing Infrastructure; Integrated Incident Management System; Modeling and Simulation, WORM

**Employees:** 70,100  
**Additional Information:** Small Business Liaison: Ron Steele, [Ron.steele@gdds.com](mailto:Ron.steele@gdds.com). Website: <http://www.gdds.com/diversity.html>. Subcontracting opportunities include all small business concerns, with special emphasis on Small Disadvantaged, Women Owned, HUBZone Veteran Owned and Service Disabled Veteran Owned small businesses. Specific needs include: Software Distributors (Shrinkrap, COTS), COTS Equipment, Manufacturing Materials (Components, PWBs, etc.), Power Supplies, Cable Assembly, Networking Equipment, Advanced Electronic Contract Management.

**Total 2003 Revenue:** \$7,623 million  
**Total DOD 2003 Revenue:** \$7,306 million  
**Total Civilian 2003 Revenue:** \$316 million  
**DOD 2003 Funding Rank:** 5  
**Civilian 2003 Funding Rank:** 33

***Goodyear Tire & Rubber Co.***

1144 East Market Street  
Akron, Ohio 44316-0001

**Telephone Number:** (330) 796-2121  
**Fax Number:** (330) 796-2222  
**Web:** <http://www.goodyear.com>

**Principal Contact:** Robert J. Keegan, Chairman, CEO and President  
**Activities:** Goodyear, the world's largest tire company, has a presence on six continents and annualized sales of \$18.4 billion. In addition to Goodyear brand tires, it produces and sells tires under several other well-respected brand names including Dunlop, Kelly, Fulda, Lee, Sava and Debica. Its non-tire business units provide rubber products and polymers for a variety of automotive and industrial markets. Goodyear markets its products in 185 countries and manufactures them in more than 90 plants in 28 countries and employs more than 80,000 associates.

**Products or Services:** Tires, auto belts, hose, industrial products  
**History:** Founded in 1898  
**Employees:** 80,000  
**Additional Information:** Closest locations are Kingman, AZ and Houston, TX  
**Total 2003 Revenue:** \$335 million  
**Total DOD 2003 Revenue:** \$335 million  
**Total Civilian 2003 Revenue:** \$206 thousand  
**DOD 2003 Funding Rank:** 65

## ***GTSI***

3901 Stonecroft Boulevard  
 Chantilly, VA 20151-1010

**Telephone Number:** (800) 999-4874  
**Web:** <http://www.gtsi.com>  
**Principal Contact:** Dendy Young, Chairman & CEO  
**Activities:** Founded in 1983, GTSI today is the most experienced business to government (B2G) provider of information technology solutions to Federal, state and local government customers worldwide. Profitable and growing, the Company currently offers access to 250,000 information technology products from more than 1300 manufacturers. GTSI also offers customers multiple integration services to meet their needs. GTSI's Technology Teams and corporate sales personnel, who hold key industry certifications, help customers choose the products and product-based solutions that allow them to do their job most effectively.

**Total 2003 Revenue:** \$612 million  
**Total DOD 2003 Revenue:** \$350 million  
**Total Civilian 2003 Revenue:** \$261 million  
**DOD 2003 Funding Rank:** 60  
**Civilian 2003 Funding Rank:** 42

## ***Halliburton Co.***

5 Houston Center  
 1401 McKinney, Suite 2400  
 Houston, TX 77010

**Telephone Number:** (713) 759-2600  
**Web:** <http://www.halliburton.com>  
**Principal Contact:** David J. Lesar, Chairman, President & CEO  
**Activities:** Halliburton's Energy Services group consists of four business segments: Drilling and formation evaluation; fluid systems; production optimization; digital and consulting solutions. KBR, Halliburton's engineering and construction subsidiary, is composed of two divisions: energy and chemicals division and government and infrastructure division.

**History:** Founded in 1919, Halliburton is one of the world's largest providers of products and services to the oil and gas industries. The Company adds value through the entire lifecycle of oil and gas reservoirs and provides and integrates products and services, starting with exploration and development, moving through production, operations, maintenance, conversion and refining, to infrastructure and abandonment.

**Employees:** 60,000

**Additional Information:** NM Offices: Bariorod: 4346 Quail Ridge Dr. NW, Albuquerque, NM 87114 (505) 924-1511, (505) 924-1511; 2220 1st Street NW, Albuquerque, NM 87102 (800) 228-6833 Fax (505) 924-1511 ; 401 E. Avenue R, Lovington, NM 88260 (505) 396-1565, Fax: (505) 396-1572; 410 S. Lorena St, Farmington, NM 87401 (505) 325-1896; Halliburton Energy Services, 4109 E. Main, Farmington, NM 87401, PO Drawer 960, Farmington, NM 87499 (505) 325-3575, Fax (505) 327-3534; Halliburton Energy Services, 3110 Bloomfield Hwy, Farmington, NM 87401; PO Box 1590, Farmington, NM 87400 (505) 325-3544; Halliburton Energy Services 2311 S. First, Artesia, NM 88210; (505) 746-2758, FAX (505) 746-9864; Halliburton Energy Services 5801 Lovington Hwy, Hobbs, NM 88240 (505) 392-7543, Fax: (505) 392-8644

**Total 2003 Revenue:** \$3,152 million

**Total DOD 2003 Revenue:** \$3,115 million

**Total Civilian 2003 Revenue:** \$36 million

**DOD 2003 Funding Rank:** 7

**Civilian 2003 Funding Rank:** 269

### ***Harris Corp.***

1025 W. NASA Boulevard  
Melbourne, FL 32919

**Telephone Number:** (321) 727-9100 or (800)442-7747

**Web:** <http://www.harris.com>

**Principal Contact:** Howard L. Lance, Chairman, President & CEO

**Activities:** Harris Corporation, along with its subsidiaries, is an international communications technology company focused on providing assured communications products, systems and services for government and commercial customers. Its operating divisions serve markets for government communications, secure tactical radio, microwave and broadcast systems.

**Products or Services:** GOVERNMENT COMMUNICATIONS (Civil, Defense, Homeland Security, National Technical Services, Maritime Communication Services, Network Security); RF COMMUNICATIONS (Antennas and Accessories, Embeddable Encryption, Integrated Communications Systems, Tactical Radio Communications, Tactical Networking and Data); BROADCAST COMMUNICATIONS (Radio, Television, Software Systems, Networking, Remote Control & Management) MICROWAVE COMMUNICATIONS (Point-to-Point, Point-to-Multipoint, Network Management Systems, Unlicensed Radios, Systems & Services)

**History:** Harris was incorporated in Delaware in 1926 as the successor to three companies founded in the 1890s.

**Employees:** 10,000

**Additional Information:** Contact for Harris Homeland Security products and capabilities: HLS@harris.com; business development Jim Mathieu, James.Mathier@harris.com (703) 739-1869 & Ralph Roman, Rafael.Roman@harris.com (703) 739-1867. Homeland business

segments: Communication systems, information processing systems, mission solutions, network security, network systems

**Total 2003 Revenue:** \$552 million  
**Total DOD 2003 Revenue:** \$518 million  
**Total Civilian 2003 Revenue:** \$34 million  
**DOD 2003 Funding Rank:** 41  
**Civilian 2003 Funding Rank:** 284

### ***Holman's Inc.***

6201 Jefferson Street NE  
Albuquerque, NM 87109

**Telephone Number:** (505) 343-0007  
**Fax Number:** (505) 343-3562  
**Web:** <http://www.holmans.com>  
**Principal Contact:** A. T. Trujillo, President  
**Activities:** Sales and service of CAD, GIS, technology and surveying equipment, maps and books  
**Products or Services:** GIS, engineering, surveying, construction, government, education, scientific  
**History:** Founded in 1955  
**Employees:** 50 in New Mexico  
**Additional Information:** 62 total employees  
**Total 2003 Revenue:** \$29.3 million

### ***Honeywell Inc.***

101 Columbia Road  
Morristown, NJ 7962

**Telephone Number:** (973) 455-2000  
**Fax Number:** (973) 455-4807  
**Web:** <http://www.honeywell.com>  
**Principal Contact:** David M. Cote, Chairman & CEO  
**Activities:** Aerospace, automation & control solutions, specialty materials, transportation systems, technology  
**Products or Services:** Homeland security products: physical security, integrated solutions/knowledge management, command and control, cybersecurity, vulnerable assessment, chem/bio, advanced technology  
**History:** Honeywell International Inc. (Honeywell) is a diversified technology and manufacturing company, serving customers worldwide with aerospace products and services, control, sensing and security technologies for buildings, homes and industry, turbochargers, automotive products, specialty chemicals, fibers, and electronic and advanced materials. Honeywell was incorporated in Delaware in 1985.  
**Additional Information:** Honeywell's contact for homeland security: Carl Rysdon, Vice President, [carl.rysdon@honeywell.com](mailto:carl.rysdon@honeywell.com). This is the website for individual contacts with business sectors and products/services Honeywell is providing for homeland security:  
<http://www.honeywell.com/sites/homelandsecurity/contacts.html>  
**Total 2003 Revenue:** \$1,808 million  
**Total DOD 2003 Revenue:** \$1,211 million  
**Total Civilian 2003 Revenue:** \$597 million  
**DOD 2003 Funding Rank:** 16  
**Civilian 2003 Funding Rank:** 16

## ***HYTEC Incorporated***

110 Eastgate Drive  
Los Alamos, NM 87544

**Telephone Number:** (505) 661-3000  
**Fax Number:** (505) 662-5179  
**Web:** <http://www.hytecinc.com>  
**Principal Contact:** Tim Thompson, President & CEO  
**Activities:** Design engineering, advanced composite applications, industrial computer tomography, residual stress testing & equipment  
**Products or Services:** Government, medical, nondestructive inspection  
**History:** Founded in 1996  
**Employees:** 34 in New Mexico  
**Additional Information:** 40 total employees  
**Total 2003 Revenue:** \$12 million

## ***IBM Corp.***

New Orchard Road  
Armonk, NY 10504

**Telephone Number:** (914) 499-1900  
**Web:** <http://www-1.ibm.com>  
**Principal Contact:** Samuel J. Palmisano, CEO  
**Activities:** IBM strives to lead in the creation, development and manufacture of the industry's most advanced information technologies, including computer systems, software, networking systems, storage devices and microelectronics. It translates these advanced technologies into value for our customers through our professional solutions and services businesses worldwide. IBM has operations in 160 countries, ten manufacturing plants in North America, six in Europe, 10 in Asia Pacific. It has 8 research laboratories, one of which is in Austin, Texas.  
**Employees:** 319,273  
**Additional Information:** Small Business Liaison: Lillian Kaaruri-Magero, SBLO, [lilliank@us.ibm.com](mailto:lilliank@us.ibm.com), Website: [www-1.ibm.com/procurement](http://www-1.ibm.com/procurement). Subcontracting opportunities include: Technical services, IT equipment, Software development  
**Total 2003 Revenue:** \$1,019 million  
**Total DOD 2003 Revenue:** \$456 million  
**Total Civilian 2003 Revenue:** \$436 million  
**DOD 2003 Funding Rank:** 48  
**Civilian 2003 Funding Rank:** 22

## ***Integic Corp.***

14585 Avion Parkway  
Chantilly, VA 20151

**Telephone Number:** (703) 272-5000  
**Web:** <http://www.integic.com>  
**Principal Contact:** Robert LaRose, President & CEO  
**Activities:** Integic is a leading provider of software applications and business process management solutions, connecting legacy environments to online business. e.POWER is Integic's software for the rapid integration of applications addressing the critical requirements of online business operations, including enterprise work management, integrated document

and records management and portals. Integic is a leading provider of workflow applications to the Federal government and has a growing client-base in targeted vertical industries including healthcare and life sciences. Integic leverages its applications suite and more than a decade of successful integration experience to deliver robust, flexible and scalable enterprise solutions. Clients include the US Department of Defense, the Military Health System, the US Department of State, FAA, , HHS, Sony Music Entertainment, Pfizer, Schering AG, and the NASDAQ/AMEX.

**Products or Services:**

Provider of software applications and business process management solutions, including enterprise work management, integrated document and records management and portals

**Employees:**

600

**Additional Information:**

Recently purchased by Northrop Grumman Information Technology sector in March 2005

**Total 2003 Revenue:**

\$130 million

**Total DOD 2003 Revenue:**

\$33 million

**Total Civilian 2003 Revenue:**

\$97 million

**DOD 2003 Funding Rank:**

525

**Civilian 2003 Funding Rank:**

109

### ***Integrity Networking Systems, Inc.***

4601 Columbine Avenue NE  
Albuquerque, NM 87113

**Telephone Number:**

(505) 294-7747

**Fax Number:**

(505) 275-1125

**Web:**

<http://integrityns.com>

**Principal Contact:**

Glenn Perkal, Executive Vice President

**Activities:**

Provides total computer solutions

**Products or Services:**

Federal, state and local government, educational institutions, commercial

**History:**

Founded in 1992

**Employees:**

36 in New Mexico

**Additional Information:**

43 total employees

**Total 2003 Revenue:**

\$29.5 million

### ***ITT Industries***

4 West Red Oak Lane  
White Plains, NY 10604

**Telephone Number:**

(914) 641-2000

**Fax Number:**

(914) 696-2950

**Web:**

<http://www.itt.com>

**Principal Contact:**

Steven R. Loranger, Chairman, President & CEO

**Activities:**

ITT Industries, Inc. is a global engineering and manufacturing company with leading positions in the markets it serves, generating 2004 sales of \$6.8 billion. ITT Industries is the world's premier supplier of pumps, systems and services to move, control and treat water and other fluids. The company is a major supplier of sophisticated military defense systems, and provides advanced technical and operational services to a broad range of government agencies. ITT Industries also produces connectors, switches, keypads and cabling used in telecommunications, computing, aerospace and industrial applications, as well as network services. Further, ITT Industries makes industrial components for a

number of other markets, including transportation, construction and aerospace. Based in White Plains, New York, ITT Industries employs approximately 44,000 people around the world.

**Products or Services:**

Business segments: fluid technology, defense electronics & services, motion & flow control, electronic components

**Total 2003 Revenue:** \$1,284 million  
**Total DOD 2003 Revenue:** \$1,249 million  
**Total Civilian 2003 Revenue:** \$36 million  
**DOD 2003 Funding Rank:** 15  
**Civilian 2003 Funding Rank:** 276

***J&J Maintenance Inc.***

3755 Capital of Texas, Hwy  
South Suite 355  
Austin, TX 78704-7916

**Telephone Number:** (512) 444-7271  
**Fax Number:** (512) 440-0818  
**Email:** voudouris@jandjmaintenance.com  
**Web:** <http://jandjmaintenance.com>  
**Principal Contact:** Johnny Voudouris, Chairman/CEO  
**Activities:** J&J Maintenance Inc. provides operations and maintenance services to the United States Government with an emphasis in Medical Facilities O&M, Base Operation Support Services, and Military Family Housing Maintenance. J&J was recently ranked as the 11th largest Government O&M contractor by O&M News Magazine.

**Products or Services:**

Medical facilities operations and maintenance; base operations support services, military family housing maintenance,

**History:**

J&J was formed in 1970 to perform SBA 8(a) contracts for the U.S. government. James H. Lee, Jr. and Johnny Voudouris founded J&J, thus creating two J's. Mr. Lee retired in the 1980's and Mr. Voudouris became President/CEO. In the past thirty years, through Johnny Voudouris' foresight, J&J has grown from a custodial contractor to become a leader among defense contractors performing diverse services for the U.S. government. The first contract held by J&J was for custodial services at Bergstrom AFB, Texas. Since then, J&J has grown to successfully complete more than fifty major service contracts.

**Additional Information:**

Provided contracting services in New Mexico to: Santa Fe, Albuquerque, Holloman AFB, Kirtland AFB, Cannon AFB; in West Texas to: Fort Bliss, William Beaumont Hospital, and border stations

**Total 2003 Revenue:** \$136 million  
**Total DOD 2003 Revenue:** \$135 million  
**Total Civilian 2003 Revenue:** \$804 thousand  
**DOD 2003 Funding Rank:** 123

***Jacobs Engineering Group Inc.***

1111 South Arroyo Parkway  
P. O. Box 7984  
Pasadena, CA 91109-7084

**Telephone Number:** (626) 578-3500  
**Fax Number:** (626) 578-6910  
**Web:** <http://www.jacobs.com>  
**Principal Contact:** Noel G. Watson, Chairman & CEO

**Activities:** Jacobs Engineering Group Inc. is one of the world's largest and most diverse providers of professional technical services. With annual revenues approaching \$5 billion, it offers full-spectrum support to industrial, commercial, and government clients across multiple markets. Services include scientific and specialty consulting as well as all aspects of engineering and construction, and operations & maintenance.

**Products or Services:** Consulting; modular fabrication; technology services; planning/front end/management services; architectural/engineering; construction and field services; environmental, health & safety services

**History:** Founded in 1947

**Additional Information:** The closest offices are in central Texas and Arizona, nothing in New Mexico

**Total 2003 Revenue:** \$650 million

**Total DOD 2003 Revenue:** \$554 million

**Total Civilian 2003 Revenue:** \$96 million

**DOD 2003 Funding Rank:** 37

**Civilian 2003 Funding Rank:** 110

### ***Ktech Corp***

1300 Eubank Blvd SE  
Albuquerque, NM 87123

**Telephone Number:** (505) 998-5830

**Fax Number:** (505) 998-5848

**Web:** <http://www.ktech.com>

**Principal Contact:** Larry M Lee, President

**Activities:** Engineering and technical services, IT services, manufacturer of cleaning and chemical slurry systems for semiconductor industry

**Products or Services:** Government technical services, semiconductor, control systems/systems integration

**History:** Founded in 1971

**Employees:** 550 in New Mexico

**Additional Information:** 600 total employees

**Total 2003 Revenue:** \$49.2 million

### ***L&M Technologies, Inc.***

4209 Balloon Park Road NE  
Albuquerque, NM 87109

**Telephone Number:** (505) 343-0200

**Fax Number:** (505) 343-0300

**Web:** <http://www.lmtechnologies.com>

**Principal Contact:** Peter Harrod, President & COO

**Activities:** Facilities management and operations, microelectronics research and development

**Products or Services:** Federal, state and local government, private markets

**History:** Founded in 1972

**Employees:** 300

**Additional Information:** 309

**Total 2003 Revenue:** \$21.2 million

### ***L-3 Communications Holdings***

450 Clark Drive  
Budd Lake, NJ 7828

**Telephone Number:** (973) 446-4000  
**Fax Number:** (973) 446-4256  
**Email:** paul.p.wengen@l-3com.com  
**Web:** http://www.l-3com.com  
**Principal Contact:** Paul Wengen, President, Navigations Products Group  
**Products or Services:** Space Products-reaction & momentum wheels, control moment gyros, IMUs, precision gyroscoptic rate sensors, high-rel electronics; navigation products-precision gyroscoptic rate sensors, high-real electronics; tactical products-guidance weapons inertial measurement (IMU)  
**History:** Space & Navigation was acquired in December 1999 by L-3 Communications, a premier supplier of guidance and control products for air, land and space systems. The heritage of the Space & Navigation Division lies with The Bendix Corporation (1924) and the Bendix Aviation Corporation (1929), founded by Vincent Bendix with the acquisition of a number of companies. Two of these companies, the Eclipse Machine Company (1902) and the Pioneer Instrument Company (1919), are the foundation of the present Space & Navigation Division.  
**Total 2003 Revenue:** \$1,916 million  
**Total DOD 2003 Revenue:** \$1,819 million  
**Total Civilian 2003 Revenue:** 0  
**DOD 2003 Funding Rank:** 13

### ***Lectronics Inc.***

581 Laser Drive NE  
Rio Rancho, NM 87124

**Telephone Number:** (505) 892-4501  
**Fax Number:** (505) 892-6243  
**Web:** http://lectrosonics.com  
**Principal Contact:** Larry M Fisher, President  
**Activities:** High-tech electronic design, manufacturing and sales of various proprietary products  
**Products or Services:** Television, film, corporate, religious, educational  
**History:** Founded in 1971  
**Employees:** 130 in New Mexico  
**Additional Information:** 134 total employees  
**Total 2003 Revenue:** \$19 million

### ***Lockheed Martin Corp.***

Lockheed Boulevard  
Fort Worth, TX 76108

**Telephone Number:** (817) 777-2000  
**Web:** http://www.lockheedmartin.com/  
**Principal Contact:** Ralph D. Heath, Executive Vice President, Aeronautics  
**Activities:** With some 28,000 employees and major locations in Fort Worth, Texas; Marietta, Georgia; and Palmdale, California. At Lockheed Martin, the experience, knowledge, diverse technologies and customer relationships already exist. In systems integration, information technology, air traffic management, chemical and biological detection, fingerprint identification and almost every Homeland Security challenge, Lockheed Martin has the demonstrated capability to provide critical solutions in: Border

Control, Critical Infrastructure Protection, Emergency Response and Incident Management, Information Management, State and Local Coordination

**Products or Services:**

Aerotext™: technology for extracting intelligence from text; Deepwater: a joint venture with Northrop Grumman, advanced, fully integrated command and control system and information network for the Coast Guard; High Altitude Airship: unmanned, lighter-than-air vehicle; Medium Extended Air Defense System (MEADS): missile defense sensors; OMEGA™: proprietary system to assess the satisfaction of enterprise objectives across the full life cycle and all stakeholder perspectives; Response Engineering Analytical Services: provides EPA's Environmental Response with 24-hours response support during environmental emergencies

**Employees:**

132,500

**Additional Information:**

Plays a major role in New Mexico from managing the contract with Sandia Labs, the manufacturer of F-117 Nighthawk which is housed at Holloman, AFB, NM and a major NM defense contractor, a Homeland Security prime contractor. Contact Small Business Liaison Officers: Regina Stout, Integrated Systems & Solutions, Regina.c.stout@lmco.com; Melissa Norris, Transportation & Security Solutions, Melissa.norris@lmco.com; Julie Paglione, Information & Technology Services, Julie.e.paglione@lmco.com; Supplier Diversity Information.

[https://supplinet.external.lmco.com/supplinet/main/small\\_bus/potential\\_suppliers.cfm](https://supplinet.external.lmco.com/supplinet/main/small_bus/potential_suppliers.cfm) For list of supplier contacts for all areas within Lockheed, click:

[https://supplinet.external.lmco.com/supplinet/main/small\\_bus/smbus\\_contacts.cfm](https://supplinet.external.lmco.com/supplinet/main/small_bus/smbus_contacts.cfm)

<b>Total 2003 Revenue:</b>	\$35.5 billion
<b>Total DOD 2003 Revenue:</b>	\$20.8 billion
<b>Total Civilian 2003 Revenue:</b>	\$6 billion
<b>DOD 2003 Funding Rank:</b>	1
<b>Civilian 2003 Funding Rank:</b>	1

***Mantech International Corp.***

12015 Lee Jackson Highway  
Fairfax, VA 22033

**Telephone Number:**

(703) 218-6000

**Web:**

<http://www.mantech.com>

**Principal Contact:**

George J. Pedersen, Chairman & CEO

**Activities:**

Headquartered in Fairfax, Virginia, ManTech International Corporation is a leading provider of innovative technologies and solutions for mission-critical national security programs for the Intelligence Community and the Departments of Defense, State, Homeland Security, Justice and other U.S. federal government customers. ManTech's expertise includes systems engineering, systems integration, technology and software development, enterprise security architecture, information assurance, intelligence operations support, network and critical infrastructure protection, information technology, communications integration and engineering support. The company supports the advanced telecommunications systems that are used in Operation Iraqi Freedom and in other parts of the world; provides the physical and cyber security to protect U.S. embassies all over the world; has developed a secure,

collaborative communications system for the U.S. Department of Homeland Security; and is helping the Department of Justice's U.S. Marshals Service deploy a common, office automation system.

**Employees:** 5,500  
**Total 2003 Revenue:** \$436 million  
**Total DOD 2003 Revenue:** \$266 million  
**Total Civilian 2003 Revenue:** \$170 million  
**DOD 2003 Funding Rank:** 74  
**Civilian 2003 Funding Rank:** 64

### ***McDermott Inc.***

1450 Poydras Street  
New Orleans, LA 70112-6050

**Telephone Number:** (504) 587-5400  
**Web:** <http://www.mcdermott.com/>  
**Principal Contact:** Bruce W. Wilkinson, Chairman, CEO  
**Activities:** McDermott International, Inc. is a leading energy services company, providing engineering, procurement, and project management for customers involved in the production of energy. The company's major operations are: BWX Technologies which supplies products and services to US DOE and other US government programs including Washington Group International which provides engineering, construction and operational services for the WIPP project in Carlsbad, NM; Babcock & Wilcox Company which supply fossil-fueled steam generation system and associated equipment, replacement nuclear steam generators, and environmental equipment and systems for the reduction of emission from power plants; and J Ray McDermott, SA which designs, engineers, fabricates and installs marine pipelines and offshore structure for development drilling and production and subsea production systems.

**Total 2003 Revenue:** \$2.3 billion  
**Total DOD 2003 Revenue:** \$382 thousand  
**Total Civilian 2003 Revenue:** \$1.3 billion  
**Civilian 2003 Funding Rank:** 11

### ***MCI Inc.***

22001 Loudoun County Parkway  
Ashburn, VA 20147

**Telephone Number:** (703) 886-5600  
**Web:** <http://www.mci.com/>  
**Principal Contact:** Michael D. Capellas, President & CEO  
**Activities:** MCI owns more than 98,000 wholly-owned and operated global network route miles, including terrestrial and undersea cable with more than 130 data centers in 22 countries spanning five continents.

**History:** Founded in 1968  
**Additional Information:** For homeland security related services contact Marlin Forbes, Vice President of MCI Government Markets Defense & International Markets

**Total 2003 Revenue:** \$446 million  
**Total DOD 2003 Revenue:** \$401 million  
**Total Civilian 2003 Revenue:** 0  
**DOD 2003 Funding Rank:** 57

## **MesoSystems**

1001 Manual Blvd NE  
Suite A-220  
Albuquerque, NM 87107

**Telephone Number:** (505) 314-8100  
**Fax Number:** (505) 314-8101  
**Web:** <http://www.mesosystems.com>  
**Principal Contact:** Bill M Hartman, President  
**Activities:** Bio-threat surveillance and incident response products  
**Products or Services:** Homeland security, building security, first responder  
**History:** Founded in 1997  
**Employees:** 20 in New Mexico  
**Additional Information:** 30 total employees  
**Total 2003 Revenue:** \$4.1 million

## **Midwest Research Institute**

425 Volker Boulevard  
Kansas, MO 64110

**Telephone Number:** (816) 753-7600 x 1160  
**Email:** [jstanley@mriresearch.org](mailto:jstanley@mriresearch.org)  
**Web:** <http://www.mriresearch.org>  
**Principal Contact:** John S. Stanley, Ph.D., Director, Business Development  
**Activities:** MRI performs research in the areas of National Defense, Health Sciences, Agriculture & Food Safety, Engineering, Environment, Information Technology, Energy, Biological Sciences and Analytical Chemistry.  
**Products or Services:** Established in Kansas City in 1944 to provide research and development for industry.  
**Total 2003 Revenue:** \$264 million  
**Total DOD 2003 Revenue:** \$25 million  
**Total Civilian 2003 Revenue:** \$239 million  
**DOD 2003 Funding Rank:** 707  
**Civilian 2003 Funding Rank:** 47

## **MITRE Corp.**

202 Burlington Road  
Bedford, MA 01730-1420

**Telephone Number:** (781) 271-2000  
**Web:** <http://www.mitre.org>  
**Principal Contact:** Marty Faga, President & Ceo  
**Products or Services:** MITRE works in the broad domains of aviation, defense and intelligence, and enterprise modernization. Its core areas of expertise, listed below, underlie all these domains: Acquisition and Systems Analysis, Communications and Networking, Information Technology, Sensors, Systems Engineering, Independent Research and Development  
**History:** In July of 1958, MITRE was founded as a private, not-for-profit corporation to provide engineering and technical services to the federal government.  
**Additional Information:** Bob Mikelskas, vice president in the Center for Integrated Intelligence Systems (CIIS), and Agam Sinha, vice president in the Center for

Advanced Aviation System Development (CAASD) coordinate MITRE's Homeland Security efforts.

**Total 2003 Revenue:** \$509 million  
**Total DOD 2003 Revenue:** \$446 million  
**Total Civilian 2003 Revenue:** \$63 million  
**DOD 2003 Funding Rank:** 51  
**Civilian 2003 Funding Rank:** 159

### ***Motorola Inc.***

1303 East Algonquin Road  
Schaumburg, IL 60196

**Telephone Number:** (847) 576-5000  
**Web:** <http://www.motorola.com>  
**Principal Contact:** Edward J. Zander, Chairman & CEO  
**Activities:** Motorola is a Fortune 100 global communications leader that provides seamless mobility products and solutions across broadband, embedded systems and wireless networks. Seamless mobility means a customer can reach the people, things and information they need in their home, auto, workplace and all spaces in between. Seamless mobility harnesses the power of technology convergence and enables smarter, faster, cost-effective and flexible communication. Motorola had sales of US \$31.3 billion in 2004. Today, Motorola is comprised of four businesses: Connected Home Solutions, Government & Enterprise Mobility Solutions, Mobile Devices and Networks.

**Products or Services:** Motorola is the leader in mission critical wireless systems. Most First Responders from local communities to Federal Government agencies, rely on Motorola for their mission critical wireless communications. Every day Motorola continues to meet this challenge, integrating 2-way radio, microwave, fiberoptic trunks, with 911, CAD, mobile data applications, and remote databases.

**History:** Founded in 1928 as Galvin Manufacturing Corporation  
**Additional Information:** New Mexico Office: 2501 San Pedro NE, Suite 202, Albuquerque, NM 87110, (505) 875-1999, fax: (505) 875-1888. Involved in Government and enterprise mobility solutions

**Total 2003 Revenue:** \$651 million  
**Total DOD 2003 Revenue:** \$487 million  
**Total Civilian 2003 Revenue:** \$164 million  
**DOD 2003 Funding Rank:** 46  
**Civilian 2003 Funding Rank:** 68

### ***Network Architects Corp (now Internetwork Experts)***

1720 Louisiana Blvd NE  
Suite 301  
Albuquerque, NM 87110

**Telephone Number:** (505) 2256-9047  
**Fax Number:** (505) 256-9091  
**Web:** <http://www.netarch.com> and <http://www.inetx.com>  
**Principal Contact:** Michael French, Vice President-Western Region  
**Activities:** Design, implement and support advanced communication solutions  
**Products or Services:** Enterprise infrastructure specialaizing in telecommunications  
**History:** Founded in 1998  
**Employees:** 25 in New Mexico

**Additional Information:** 90 total employees  
**Total 2003 Revenue:** \$20 million

### ***Northrop Grumman Corp. (Ship Systems)***

1000 Access Road  
P. O. Box 149  
Pascagoula, MS 39568-0149

**Telephone Number:** (228) 935-1122  
**Fax Number:** (228) 935-1126  
**Email:** info@ngc.com  
**Web:** <http://www.ss.northropgrumman.com>  
**Principal Contact:** Philip A Dur, President, Northrop Grumman Ship Systems  
**Activities:** Northrop Grumman, a prime contractor for DHS, is the largest builder of non-nuclear ships for the U.S. Navy, headquartered in Pascagoula, Mississippi and includes Ingalls Operations and the Ship Systems Full Service Center, both located in Pascagoula, as well as Avondale Operations, located in New Orleans, La. Ship Systems, which currently employs more than 17,000 shipbuilding professionals, primarily in Mississippi and Louisiana, is one of the nation's leading full-service systems companies for the design, engineering, construction, and life-cycle support of major surface ships for the U.S. Navy, U.S. Coast Guard and international navies, and for commercial vessels of all types. Ship Systems has a firm business backlog exceeding \$5.6 billion in a variety of naval and commercial shipbuilding programs.

**Additional Information:** Subcontracting Opportunities: Ms. Joan Branson, Subcontract Specialist/Small, Business Office, NGSS Material Organization, P.O. Box 149, Pascagoula, MS 39568-0149, Tel. 228-935-5545, Fax 228-935-6644, Email joan.branson@ngc.com. Small Business Administrator: Mijisha Gray, Mijisha.gray@ngc.com. Supplier Diversity website: <https://oasis.northgru.com/index.html>. Subcontractors needed for: Bridge Crane, Side Port Crane, Boat & Cargo Crane, Fan Motors, Power Supplies, Torsion Meters, Disconnect Switches, Switchboards, Degaussing Systems, Hoist, Misc. Hardware, Electrical Cable, Pumps, S02 Monitors, Hydrogen Sulfide Monitors, Fan Coil Units, Pipe & Flanges, Oil/Water Separators, Navy Symbol Electrical Equip., Galley/Commissary Equip., Reverse Osmosis, Boat Handling Equip., Visual Landing Aid, Life Rafts, Shore Power Switchboards, Blow-in Moisture Separators, Valves, Steel Shapes & Plates, Fiber Optics, Hand Trucks

**Total 2003 Revenue:** \$26 billion  
**Total DOD 2003 Revenue:** \$5.4 billion

### ***Northrop Grumman Corp. Information Technology)***

7575 Colshire Drive  
McLean, VA 22102

**Telephone Number:** (703) 713-4000  
**Web:** <http://www.it.northropgrumman.com/home.asp?bid=1387>  
**Principal Contact:** James R. O'Neill, President, Northrop Grumman Information Technology  
**Activities:** The Northrop Grumman Corporation is an aerospace and defense conglomerate that is the result of a 1994 merger between the Northrop Corporation and the Grumman Aerospace Corporation. Major components were added later with the acquisition of Logicon, Litton

**Products or Services:** Electronic Systems; Information Technology; Mission Systems; Newport News (Newport News Shipbuilding); Ship Systems (Ingalls Shipbuilding); Space Technology

**Additional Information:** Business contracting help with ASP, Help Desk, Training, Network Services Support, Information Technology Services Support, Document Management services Support, Logistics Support Services, Call Center Support, Quality Assurance/IV&V, Training Support Services. Interested vendors who hold GSA Schedule contracts; have TS/ISA Clearances and TS/SI Clearances. Particularly interested in meeting with HUBZone and Service-Disabled and Veteran-owned businesses. Small Business Liaison: Ruby Dargan, Ruby.dargan@ngit.com. Website: <https://oasis.northgrum.com> For a list of other Small Business Liaison Officers at Northrop Grumman visit: <https://oasis.northgrm.com/general/docs/SBLOlist.pdf>. Northrup Grumman has two sectors in New Mexico, Mission Systems (primarily the Alb area) and Information Technology (Kirtland AFB, White Sands Missile Range, Los Alamos National Lab).

**Total 2003 Revenue:** \$26 billion  
**Total DOD 2003 Revenue:** \$4.6 billion  
**Total Civilian 2003 Revenue:** \$2.5 billion  
**DOD 2003 Funding Rank:** 3  
**Civilian 2003 Funding Rank:** 6

### ***Orbital Sciences Corp.***

21839 Atlantic Boulevard  
 Dulles, VA 20166

**Telephone Number:** (703) 406-5000  
**Web:** <http://www.orbital.com>  
**Principal Contact:** David W. Thompson, Chairman & CEO  
**Activities:** Orbital's space launch vehicles, missile defense interceptors and related suborbital rockets are primarily designed and produced at the company's engineering and manufacturing facility in Chandler, Arizona and its vehicle assembly and integration facilities at Vandenberg Air Force Base in California. The launch vehicles are used by commercial and government customers to deliver small satellites into orbits about the Earth and in missile defense systems, both as threat-simulating target vehicles and as interceptor boosters for U.S. national defense systems. Space Launch Vehicles, Missile Defense Systems, Satellites and Related Systems, Advanced Space Systems, Space Technical Services, Transportation Management Systems

**Products or Services:** In addition to its launch vehicle systems, Orbital's other primary products are satellites and related space systems, which are also used by commercial, civil government and military customers. These products include low-orbit, geosynchronous and planetary spacecraft for communications, remote sensing, scientific missions and national security. In addition, Orbital offers space-related technical services to government agencies and develops and builds satellite-based transportation management systems for public transit agencies and private vehicle fleet operators.

**History:** Founded in 1982  
**Employees:** 2,700  
**Additional Information:** Launch Systems Group, 3380 South Price Road, Chandler, AZ 85248 (480) 899-6000  
**Total 2003 Revenue:** \$162 million

**Total DOD 2003 Revenue:** \$105 million  
**Total Civilian 2003 Revenue:** \$57 million  
**DOD 2003 Funding Rank:** 163  
**Civilian 2003 Funding Rank:** 181

### ***ORION International Technologies, Inc.***

2201 Buena Vista Drive  
Suite 211  
Albuquerque, NM 87106

**Telephone Number:** (505) 998-4000  
**Fax Number:** (505) 998-5060  
**Web:** <http://www.orionint.com>  
**Principal Contact:** Miguel Rios Jr., CEO  
**Activities:** Information technology, engineering services, defense contracting  
**Products or Services:** Defense, state and local education, research  
**History:** Founded in 1985  
**Employees:** 200 in New Mexico  
**Additional Information:** 250 total employees  
**Total 2003 Revenue:** \$20 million

### ***Parsons Corp.***

100 West Walnut Street  
Pasadena, CA 91124

**Telephone Number:** (626) 440-2000  
**Fax Number:** (626) 440-2630  
**Web:** <http://www.parsons.com>  
**Principal Contact:** James F. McNulty, Chairman & CEO  
**Activities:** Capabilities in homeland security: Airports and aviation facilities, Water and wastewater, Telecommunications, Rail and mass transit systems, Highways, Bridges, Hardened facilities, Biodefense analysis and countermeasures, Rad-Chem-Bio hazard response, Preparedness, Entitlements assistance, Emergency response, Disaster recovery, Security systems, Contamination threat assessment, Integrated Capabilities  
**Products or Services:** Founded in 1944, Parsons is one of the largest 100% employee-owned engineering and construction companies in the United States, with revenues exceeding \$2.5 billion in 2003. It surmounts the toughest logistical challenges and deliver landmark design-build projects across the globe. Parsons provides facility and infrastructure solutions through superior program management and technology-based approaches. Its ability to plan, design, construct, and operate diverse facilities and infrastructure systems has satisfied both government and industrial clients' needs for over 60 years. It has 9,000 employee-owners, located worldwide, team with customers and stakeholders while providing dependable services.  
**Employees:** 9,000  
**Additional Information:** Has a developed market in homeland security. Contact James E. Thrash, Senior Vice President  
**Total 2003 Revenue:** \$754 million  
**Total DOD 2003 Revenue:** \$725 million  
**Total Civilian 2003 Revenue:** \$29 million  
**DOD 2003 Funding Rank:** 27

**Civilian 2003 Funding Rank:** 327

### ***POD Inc.***

5971 Jefferson Street NE  
Suite 101  
Albuquerque, NM 87109

**Telephone Number:** (505) 243-2287  
**Fax Number:** (505) 243-4677  
**Web:** <http://www.podassoc.com>  
**Principal Contact:** Samantha Lapin, President & CEO  
**Activities:** Solutions for the development, maintenance and integration of information systems  
**Products or Services:** Health care, financial, education, government, small business, nonprofits  
**History:** Founded in 1988  
**Employees:** 29 in New Mexico  
**Additional Information:** 30 total employees  
**Total 2003 Revenue:** \$3.9 million

### ***QSS Group***

4500 Forbes Boulevard  
Suite 200  
Lanham, MD 20706

**Telephone Number:** 301) 577-0700  
**Fax Number:** (301) 918-4822  
**Web:** <http://www.qssgroupinc.com>  
**Principal Contact:** Frank Islam, CEO  
**Activities:** QSS delivers advanced, technology-based solutions to federal agencies facing critical challenges. Its staff manages and supports government initiatives in national security, energy, transportation, aerospace, weather, intelligence, defense and finance with solutions in science and engineering, IT enterprise, and intelligence technology  
**History:** Founded in 1994  
**Employees:** 1,400  
**Additional Information:** QSS does not have any offices in New Mexico, west Texas, or Arizona  
**Total 2003 Revenue:** \$182 million  
**Total DOD 2003 Revenue:** \$14 million  
**Total Civilian 2003 Revenue:** \$169 million  
**Civilian 2003 Funding Rank:** 65

### ***Raytheon Co.***

870 Winter Street  
Waltham, MA 02451-1449

**Telephone Number:** (781) 522-3000  
**Web:** <http://222.raytheon.com>  
**Principal Contact:** William H. Swanson, Chairman & CEO  
**Activities:** Raytheon Company ("Raytheon" or the "Company"), with worldwide 2004 sales of \$20.2 billion, is an industry leader in defense and government electronics, space, technical services, and business and special mission aircraft. Raytheon was founded in 1922 and is currently incorporated in the state of Delaware. The Company is the surviving company of the 1997 merger of HE Holdings, Inc. and Raytheon Company. Raytheon's

**Products or Services:**

government and defense business is currently aligned in six business segments: Integrated Defense Systems; Intelligence and Information Systems; Missile Systems; Network Centric Systems; Space and Airborne Systems; and Technical Services. Raytheon Aircraft is one of the leading providers of business and special mission aircraft and delivers a broad line of jet, turboprop, and piston-powered airplanes to individual, corporate and government customers world-wide. Homeland security products: Detect capabilities - highway transportation management system, high frequency surface wave radar, Firestat, RedWolf telecommunicaitons surveillance system, coalition provisional authority C4, HISAR; Protect Capabilities - FIRESTAT, airport security, biometric enhanced and baggage tracking boarding pass, security infrared (IR) cameras, tiger reconfigurable simulators, spectorIR thermal weapon sight, mobile very smalal aperture terminal, coalition provsional authority C4, airport installation planning CAD tool, baggage tracking, perimeter protection, infrastructure assurance proess and risk management process; Respond Capabilities - civil emergency and responder training system, FIRESAT, ACU-1000 interoperability technology, security infrared cameras, thermal imaging systems, emergency patient tracking system, spectorIR thermal weapon sight, coaliltion provisional authority C4, electornic incident command system, PhantomIR binoculars-night vision systems, emergency opertions planning/training tool

**Employees:**

80,000

**Additional Information:**

Hugo Poza, vice president of Raytheon's Homeland security business; John Baggott, Director, Homeland Seuciry, Raytheon Company, 1100 Wilson Boulevard, Suite 2000, Arlington, VA 22209 (703) 284-4346, (703) 243-3074 fax, jbaggott@raytheon.com

**Total 2003 Revenue:**

\$8.4 billion

**Total DOD 2003 Revenue:**

\$ 8 billion

**Total Civilian 2003 Revenue:**

\$396 million

**DOD 2003 Funding Rank:**

4

**Civilian 2003 Funding Rank:**

27

***Rockwell Automation***

777 East Wisconsin Avenue  
Suite 1400  
Milwaukee, WI 53202

**Telephone Number:**

(414) 212-5299

**Web:**

<http://www.rockwellautomation.com/>

**Principal Contact:**

Keith D. Nosbusch, President and CEO

**Activities:**

Rockwell Automation is a leading industrial automation company focused to be the most valued global provider of power, control and information solutions. With a focus on automation solutions that help customers meet productivity objectives, the company brings together leading brands in industrial automation, including Dodge® mechanical power transmission products, Reliance Electric™ motors and drives, Allen-Bradley® controls and engineered services and Rockwell Software® factory management software. Global technical and customer service is an integral part of Rockwell Automation, with nearly 5,600 distributors, system integrators and agents serving customers in 80 countries.

**Products or Services:**

The company has two major business units and a 50% stake in the Rockwell Scientific Company:Rockwell Automoaation Control Systems (Allen-Bradley, Rockwell software, global maufacturing solutions);

Rockwell Automation Power Systems (Reliance, Dodge); and Rockwell Scientific Company (avionics and communications research on projects ranging from disruptive technologies intended to catalyze new business opportunities).

**Additional Information:**

The company is publishing white papers on its Radio-Frequency Identification Program (RFID) technology for organizations as broad as Walmart and the DHS

**Total 2003 Revenue:** \$568 million  
**Total DOD 2003 Revenue:** \$553 million  
**Total Civilian 2003 Revenue:** \$16 million  
**DOD 2003 Funding Rank:** 38  
**Civilian 2003 Funding Rank:** 556

## SAIC

10260 Campus Point Drive  
San Diego, CA 92121

**Telephone Number:**

(800) 430-7629

**Web:**

<http://contacts.saic.com/sbs.nsf/extSubmit?openform>

**Principal Contact:**

Ken C. Dahlberg, CEO

**Products or Services:**

BioSecurity; Borders & Transportation Security; Infrastructure Protection; Products; Emergency Preparedness; Response Training; Information Analysis

**History:**

Founded by Dr. J. Robert Beyster and a small group of scientists in 1969, SAIC, a Fortune 500® company, now ranks as the largest employee-owned research and engineering firm in the United States. SAIC and its subsidiaries have more than 42,000 employees with offices in over 150 cities worldwide.

**Employees:**

42,000

**Additional Information:**

SAIC has locations in Albuquerque, Las Cruces, Los Alamos, Socorro, and Roswell  
(<http://contacts.saic.com/loctblext2.nsf/New+Mexico?ReadForm&Count=200>) and in El Paso

(<http://contacts.saic.com/loctblext2.nsf/Texas?ReadForm&Count=200>).  
Small Business Liaison: Babak Nouri, Business Development Manager, [nourib@saic.com](mailto:nourib@saic.com), Carla Undurragai, Business Development Specialist, [undurragac@saic.com](mailto:undurragac@saic.com).

<http://contacts.saic.com/sbs.nsf/extSubmit?openform> SAIC is looking for Small, Small Disadvantaged, Women-Owned, HUB Zone, Veteran-Owned, Service-Disabled Veteran-Owned, Native American, and Tribally-owned Businesses AND Historically Black Colleges and Universities, and Minority Institutions who: have experience in commercial or government contracting and/or unique solutions to business problems and possess technical capabilities and knowledge relative to customer requirements. Have experience in the following industries: Criminal Justice, E-Business, Energy (Utilities/ Oil & Gas), Environment, Financial Services, Logistics, Government, Maritime, National Security, Space, Telecommunications

**Total 2003 Revenue:** \$4.7 billion  
**Total DOD 2003 Revenue:** \$2.6 billion  
**Total Civilian 2003 Revenue:** \$2 billion  
**DOD 2003 Funding Rank:** 9  
**Civilian 2003 Funding Rank:** 7

## ***SBS Technologies, Inc.***

7401 Snaproll NE  
Albuquerque, NM 87109

**Telephone Number:** (505) 875-0600  
**Fax Number:** (505) 875-0400  
**Web:** <http://www.sbs.com>  
**Principal Contact:** Clarence Peckham, CEO  
**Activities:** Designer and builder of embedded computer products  
**Products or Services:** Industrial automation, defense, communications, medical imaging, aerospace, telecommunications  
**History:** Founded in 1986  
**Employees:** 200 in New Mexico  
**Additional Information:** 516 total employees  
**Total 2003 Revenue:** \$133.9 million

## ***Serco (Resource Consultants Inc.)***

2650 Park Tower Drive  
Suite 800  
Vienna, VA 22180

**Telephone Number:** (571) 22605000  
**Fax Number:** (703) 573-8215  
**Web:** <http://www.serco-na.com>  
**Principal Contact:** Steve Cuthill, Chairman & CEO  
**Activities:** Client programs for Department of Homeland Security: Homeland Security Research Studies for DHS S&T Directorate, Surveillance and Detection Systems for the Borders and Transportation Security, Electricity Reliability for the Homeland Security Advisory Council, and personnel support for the Bureau of Immigration and Customs Enforcement.  
**Products or Services:** Service Offerings: security and critical infrastructure reliability, public health, training and exercise development and execution, intelligence and information analysis, emergency management, continuity of operations, emergency operations, strategic policy development/planning  
**History:** Serco's origins trace back to RCA Government Services, which entered the defense- support services market in the early 1960s. Following the acquisition of RCA by General Electric in 1986, the management team of RCA Government Services in the United Kingdom initiated a management buyout from GE. In 1987, Serco was created. In 1994, Serco entered the North American market, supporting a number of contracts in Canada. In 1995, Serco opened offices in the United States, cementing our commitment to provide leading edge solutions to the world's largest service market. And in March of 2005 Serco completed the acquisition of Resource Consultants Inc. further expanding and deepening the company's position in the United States particularly in the US Department of Defense.  
**Employees:** 60,000  
**Additional Information:** Senior Director for Homeland Security - Bob Fitton, 2650 Park Tower Dr. Suite 800 Vienna, VA 22180, e-mail: [bob.fitton@serco.com](mailto:bob.fitton@serco.com)  
**Total 2003 Revenue:** \$213 million  
**Total DOD 2003 Revenue:** \$204 million  
**Total Civilian 2003 Revenue:** \$8 million  
**DOD 2003 Funding Rank:** 89

## ***Shaw Group Inc.***

4171 Essen Lane  
Baton Rouge, LA 70809

**Telephone Number:**

(225) 932-2500

**Web:**

<http://www.shawgrp.com>

**Principal Contact:**

J. M. Bernhard, Jr., Chairman & CEO

**Activities:**

The Shaw Group provides premier engineering, design, construction, and maintenance services to government and private-sector clients in a wide array of industries, including the energy, environmental, infrastructure, and emergency response markets. Uniquely positioned in the energy market, Shaw is a vertically-integrated provider of comprehensive engineering, consulting, procurement, pipe fabrication, construction, and maintenance services to the power and process industries.

**Products or Services:**

Energy – A global provider of turnkey, value-added engineering design, procurement, construction, maintenance and operations services to the power and process industries, Shaw uses proprietary technology to deliver cost-effective solutions to petrochemical, refining, and gas processing applications; Environmental – Environmental engineering and sciences are a significant and integral part of Shaw's total services. Its preventive methods and innovative solutions protect and clean the environment—helping its clients reach their business objectives with environmentally responsible results; Fabrication and Manufacturing – Using its proprietary computer applications for design, interface, material control, production scheduling, and fabrication management, Shaw manufactures and distributes an extensive line of specialty stainless, alloy, and carbon steel pipe fittings; Infrastructure – A major provider in housing privatization and facilities management for the U.S. government, Shaw also provides engineering and design services to the transportation and industrial water/wastewater marketplace.

**History:**

Founded in 1987 as a fabrication shop in Baton Rouge, Louisiana, and has grown dramatically into a multi-disciplined, vertically-integrated company.

**Additional Information:**

Regional locations: 5301 Central Avenue NE, Suite 700, Albuquerque, NM 87108-1513 (505) 262-8800, (505) 262-8855 fax; 335 Central Park Square, Los Alamos, NM 8754404039, (505) 661-5200, (505) 661-5222 fax, and in 2101 South Loop 250 West, Midland, TX 79703-7474, (915) 520-6046, (915) 520-6000 fax; 15455 N. Greenway Hayden Loop, Scottsdale, AZ 85260, (480) 99806620, (480) 998-2620 fax.

**Total 2003 Revenue:**

\$482 million

**Total DOD 2003 Revenue:**

\$435 million

**Total Civilian 2003 Revenue:**

\$46 million

**DOD 2003 Funding Rank:**

54

**Civilian 2003 Funding Rank:**

216

## ***Signal Corp.***

3040 Williams Drive  
Suite 200  
Fairfax, VA 220031

**Telephone Number:**

(703) 205-0500

**Web:**

<http://www.signalcorp.com>

**Principal Contact:**  
**Activities:**

Roger Baker, Vice President of Federal Civilian Operations  
General Dynamics Network Systems, formerly Signal Corp, is a diversified high technology services company with approximately 6,000 employees throughout the United States and around the world. The division, formerly Veridian IT Services, a business unit of Veridian Corporation, became part of Network Systems when General Dynamics acquired Veridian in August 2003. This unit has more than a decade of experience providing information technology (IT) and engineering & management services in support of federal and commercial clients.

**Products or Services:**

The Army/DoD IT Services, Air Force/Navy IT Services, and Fed/Civil IT Services business areas of Signal Solutions are dedicated to bringing the finest information technology and engineering and management services to our worldwide customers. Services include: Army/DoD IT Services, Navy/AF IT Services, Fed/Civil IT Services

**Additional Information:**

Purchased by General Dynamics in 2003 from Veridan Corp, which bought Signal Corp in 2002

**Total 2003 Revenue:**

\$207 million

**Total DOD 2003 Revenue:**

\$149 million

**Total Civilian 2003 Revenue:**

\$58 million

**DOD 2003 Funding Rank:**

115

**Civilian 2003 Funding Rank:**

175

## ***Sparta Inc.***

25531 Commercentre Drive  
Suite 120  
Lake Forest, CA 92630-8873

**Telephone Number:**

(949) 768-8161

**Web:**

<http://www.sparta.com>

**Principal Contact:**

Bob Sepucha, CEO

**Activities:**

SPARTA, Inc. performs a wide range of scientific, engineering and technical assistance services, both as a prime contractor and subcontractor, primarily for the U.S. military services, other agencies of the U.S. Department of Defense ("DoD"), and various intelligence agencies. The Company analyzes complex technological, strategic and tactical issues necessary to define the requirements for new tactical and strategic weapons and defense systems, including systems for Ballistic Missile Defense ("BMD"); develops engineering solutions to accommodate conflicting technological, schedule, and budgetary requirements; and assists in the design, integration, evaluation and testing of software and hardware components. These activities include the development of sophisticated computer simulations, applications software, and functional algorithms depicting aspects of various weapons and defense systems and their operation, and the design, fabrication, and testing of prototype hardware. SPARTA's technology development activities include research and development for laser systems; distributed interactive computer simulations; software development; battle management/command, control, and communications; artificial intelligence; information security; aircraft avionics; test range data acquisition; advanced materials and production technology; and composite materials. SPARTA also manufactures composite parts for aircraft, missile systems and automobiles.

**Products or Services:**

Products: Aerospace composite components, bio-engineering composite products, commander's analysis planning simulation, CC toolbox, embedded and real time computer systems, EOD training,

LogMAIT, NaNAlign, Ops Center, OTIS, ShareIT. Services: Aerospace test range support, MDA BPA, EOD training, high performance computing, information security systems, logistic softsare verification and validation, modeling and simulation, Net centric Warfare, SeaPort-e, software development, system analysis, system engineering, home land security, TASS BPA

**History:**

Founded in 1979

**Additional Information:**

For homeland security related services contact Bill Sabeau, President, National Security Systems Sector

**Total 2003 Revenue:**

\$129 million

**Total DOD 2003 Revenue:**

\$117 million

**Total Civilian 2003 Revenue:**

\$11 million

**DOD 2003 Funding Rank:**

143

**Civilian 2003 Funding Rank:**

775

## ***SRA International Inc.***

4300 Fair Lakes Court  
Fairfax, VA 22033

**Telephone Number:**

(703) 803-1500

**Fax Number:**

(703) 803-1509

**Web:**

<http://www.sra.com>

**Principal Contact:**

Dr. Renato A. DiPentima, President and CEO

**Activities:**

SRA is a leading provider of information technology (IT) services and solutions to clients in national security, civil government, and health care and public health. Its largest market, national security, includes the Department of Defense, the National Guard, the intelligence agencies, and other federal organizations with homeland security missions. It offers a broad range of services that spans the IT life cycle: strategic consulting; systems design, development, and integration; and outsourcing and managed services. The Company also delivers business solutions for text and data mining, contingency and disaster response planning, information assurance, environmental strategies, enterprise systems management, and wireless integration. SRA combines a comprehensive knowledge of its clients' business processes with the practical application of advanced technology tools, techniques, and methods to create value-added business solutions for our clients. The Company's 4,100 employees serve clients from its headquarters in Fairfax, Virginia, and offices across the country. Calendar year 2004 revenue was \$756 million.

**Additional Information:**

Department of Homeland Security contracts: Transportation Security Administration (TSA) IT Managed Services (member of Unisys team). Company homeland security contacts include: Dr. Hatte R. Blejer: Vice President & Director, Technology Strategy for Information Sharing and Homeland Security; Timothy A. Campen: Vice President, Orion Center for Homeland Security, Mary Ellen Condon: Vice President & Deputy Director, Orion Center for Homeland Security, Michael D. D'Andrea: Vice President & Director, Homeland Security and Law Enforcement, Orion Center for Homeland Security, James G. McClave: Vice President & Director, Orion Center for Homeland Security

**Total 2003 Revenue:**

\$378 million

**Total DOD 2003 Revenue:**

\$122 million

**Total Civilian 2003 Revenue:**

\$256 million

**DOD 2003 Funding Rank:**

132

**Civilian 2003 Funding Rank:**

44

## ***Stewart & Stevenson Services***

2707 North Loop West  
Houston, TX 77008

**Telephone Number:** (713) 868-7700  
**Fax Number:** (713) 868-7692  
**Web:** <http://www.ssss.com>  
**Principal Contact:** Max L. Lukens, President & CEO  
**Activities:** The products and services of Stewart & Stevenson provide essential support for agriculture, construction and industrial, defense, hybrid bus, marine, material handling, on-highway, petroleum, power generation, rail car moving and snow removal markets.

**Products or Services:** Agriculture-IPSCO, construction/industrial, customer financing, gas compression, government sales, hybrid solutions, marine, material handling, mobile rail car movers, on-highway, parts and service, petroleum, power generation, snow removal, tactical vehicles, technical services, training,

**Additional Information:** Regional locations: 1213 N. Zaragosa Road, El Paso, TX 79907, (915) 790-1848; 2929 Vassar Drive NE, Albuquerque, NM 887107 (505) 881-1511; 1515 West Murray Drive, Farmington, NM 87401 (505) 325-5071

**Total 2003 Revenue:** \$531 million  
**Total DOD 2003 Revenue:** \$531 million  
**Total Civilian 2003 Revenue:** \$20 thousand  
**DOD 2003 Funding Rank:** 40

## ***Team Specialty Products Corp (TSP)***

1400 Eubank Blvd SE  
Albuquerque, NM 87123

**Telephone Number:** (505) 291-0182  
**Fax Number:** (505) 271-8354  
**Web:** <http://www.teamsp.com>  
**Principal Contact:** Bob Sachs, CEO  
**Activities:** Electrical and mechanical engineering, software development, machining, circuit board assay, fiber optics, sensors, custom instrumentation

**Products or Services:** National labs (Sandia, Los Alamos, Livermore), US DOD, commercial

**History:** Founded in 1986

**Employees:** 65 in New Mexico

**Additional Information:** 65 total employees

**Total 2003 Revenue:** \$8.1 million

## ***Technology Management Co.***

2500 Louisiana Blvd NE  
Suite 513  
Albuquerque, NM 87110

**Telephone Number:** (505) 872-3146  
**Fax Number:** (505) 872-3246  
**Web:** <http://www.tmcservices.com>  
**Principal Contact:** Robert L. DuBois, President & CEO  
**Activities:** Project management and logistics support in difficult business locations

**Products or Services:** Government agencies and prime contractors

**History:** Founded in 1996

**Employees:** 10 in New Mexico  
**Additional Information:** 240 total employees  
**Total 2003 Revenue:** \$18.1 million

### ***Tetra Tech Inc.***

3475 East Foothill Blvd  
Pasadena, CA 91107

**Telephone Number:** (626) 351-4664  
**Web:** <http://www.tetrattech.com>  
**Principal Contact:** Sam W. Box, President  
**Activities:** Tetra Tech, Inc. is a leading provider of specialized management consulting and technical services in the areas of resource management, infrastructure, and communications.

**Products or Services:** Services include: Resource Management (business area emphasizes solutions to complex resource management problems which encompass broad geographic areas); Infrastructure (provides full service architectural and engineering capabilities for all types of buildings by assisting clients with infrastructure projects by providing management consulting, engineering and architectural design, construction management, and operations and maintenance); Communication (consists of several operating companies that offer the widest range of network-related services in the communications industry); Highlighted Services-Security Review (a 10 year history of successfully completing security engineering and risk mitigation projects for government and private clients and brings experience in assessing, designing, and installing security and force protection systems that integrate solutions to all possible threats).

**History:** Founded in 1966 to provide engineering services related to waterways, harbors and coastal areas.

**Employees:** 8,000

**Additional Information:** New Mexico locations: Maxim Technologies, 10601 Lomas NE, Albuquerque, NM 87112, Phone: (505) 237-8656; Tetra Tech Division, One Towne Centre, Albuquerque, NM 87110, Phone: (505) 881-3188, Fax: (505) 881-3283; Tetra Tech NUS, Inc., 6121 Indian School Road, NE, Ste. 200, Albuquerque, NM 87110, Phone: (505) 247-4933, Fax: (505) 247-8151; Tetra Tech Division, 1515 East 20th Street, Suite B, Farmington, NM 87401, Phone: (505)324-1142, Fax: (505)324-2190; Tetra Tech Division, 502 W. Cordova Road, Santa Fe, NM 87502, Phone: (505) 982-0583, Fax: (505) 982-0584

**Total 2003 Revenue:** \$558 million

**Total DOD 2003 Revenue:** \$338 million

**Total Civilian 2003 Revenue:** \$220 million

**DOD 2003 Funding Rank:** 64

**Civilian 2003 Funding Rank:** 51

### ***Thales Group***

675 N. Washington St  
Suite 400  
Alexandria, VA 22314

**Telephone Number:** (703) 838-9685  
**Fax Number:** (703) 838-1688  
**Web:** <http://www.thalesgroup-northamerica.com>

**Principal Contact:** Lawrence Cavailoa, Chairman & CEO  
**Activities:** Thales has developed a permanent presence in North America over the past 45 years. The company's North American corporate headquarters, Thales North America, Inc, is located in Alexandria, VA. North American activities generated sales of over \$1 billion in 2003 and 2,000 personnel are employed in the region. Operating in three business areas - Aerospace, Defense and IT & Services- Thales offers a wide variety of services and solutions to the American market, with over 30 domestic operating units throughout North America.

**Products or Services:** Aerospace (airborne systems, avionics systems, computers; Air systems (air defense systems, air traffic management); land & joint systems, broadcast solution); naval capabilities (warship prime, systems, equipment, support & services); security (banking solutions, enterprise security, components, homeland security, navigation, transport & energy); services (consulting, IT outsourcing, systems integration, training & simulation)

**History:** Founded in 1893 in France  
**Employees:** 2,000  
**Total 2003 Revenue:** \$194 million  
**Total DOD 2003 Revenue:** \$173 million  
**Total Civilian 2003 Revenue:** \$21 million  
**DOD 2003 Funding Rank:** 101  
**Civilian 2003 Funding Rank:** 437

### ***Titan Corp.***

3033 Science Park Road  
 San Diego, CA 92121

**Telephone Number:** (858) 552-9500  
**Fax Number:** (858) 552-9645  
**Email:** corpcomm@titan.com  
**Web:** <http://www.titan.com>  
**Principal Contact:** Leslie A Rose, President of Enterprise Support Services Sector  
**Activities:** The Titan Corporation is a leading provider of comprehensive information and communications products, solutions, and services for National Security. Serving the Department of Defense, intelligence agencies, and other government customers, Titan's business focus includes: Homeland Security, Transformational Programs, Enterprise Information Technology, C41SR

**Employees:** 12,000  
**Additional Information:** Small Business Liaison: Joseph Ruppert, [Joseph.ruppert@titan.com](mailto:Joseph.ruppert@titan.com).  
 Subcontracting opportunities: Project Integration and Scope Management (Strategic Planning, Project Management Planning, Requirements, Management, Change Control, Configuration Management); Project Time Management (Schedule Development, Schedule Control); Project Cost Management (Cost Estimation, Cost Baseline Development); Project Quality Management (Earned Value Management); Project Human Resource Management (Staff Management Planning, Staff Acquisition, Training); Project Communication Management Support (Communications Management, Reporting); Project Risk Management (Risk Management Planning & Execution); Project Procurement Management (Acquisition Planning, Solicitation Management, Contract Administration); Requirements Planning and Process Development; Requirements Capture, Analysis

**Total 2003 Revenue:** \$998 million  
**Total DOD 2003 Revenue:** \$769 million  
**Total Civilian 2003 Revenue:** \$229 million  
**DOD 2003 Funding Rank:** 25  
**Civilian 2003 Funding Rank:** 49

and Reporting; Business Process Modernization; Reengineering; Team Facilitation

### ***TMC Design Corporation***

4324 Del Rey Blvd.  
Las Cruces, NM 88012

**Telephone Number:** (505) 382-4600  
**Fax Number:** (505) 523-8588  
**Web:** <http://www.tmcdesign.com>  
**Principal Contact:** Leroy C. Gomez, President & CEO  
**Activities:** Design, develop and manufacture electronic warfare systems, conference/meeting management support  
**Products or Services:** DOD  
**History:** Founded in 1997  
**Employees:** 62 in New Mexico  
**Additional Information:** 78 total employees  
**Total 2003 Revenue:** \$15 million

### ***TPL, Inc.***

3921 Academy Parkway North NE  
Albuquerque, NM 87109

**Telephone Number:** (505) 344-6744  
**Fax Number:** (505) 344-1412  
**Web:** <http://www.tplinc.com>  
**Principal Contact:** Harold Stoller, president & CEO  
**Activities:** Science-based materials technology development and commercialization; multi-layer ceramic capacitor manufacturing  
**Products or Services:** Demilitarization, dielectric materials and multi-layer ceramic capacitor manufacturing  
**History:** Founded in 1981  
**Employees:** 60 in New Mexico  
**Additional Information:** 67 total employees  
**Total 2003 Revenue:** \$10.8 million

### ***Tyco International Ltd.***

9 Roszel Road  
Princeton, JH 8540

**Telephone Number:** (609) 720-4200  
**Web:** <http://www.tyco.com>  
**Principal Contact:** Ed Breen, Chairman & CEO  
**Activities:** With US\$40 billion in revenue, Tyco is one of the largest companies in the world. Tyco is comprised of five business segments: Electronics, Fire and Security, Healthcare, Plastics and Adhesives, and Engineered Products and Services.  
**Products or Services:** Electronics, fire and security, healthcare, plastics & adhesives, engineering products and services

**History:**

Tyco was founded in 1960 when Arthur J. Rosenberg, Ph.D., opened a research laboratory to do experimental work for the government. He incorporated the business as Tyco Laboratories in 1962, and changed its focus to high-tech materials science and energy conversion products for the commercial sector. In September 1964, the Company went public, and in 1965 it began to acquire other companies to fill gaps in its development and distribution network. As a result, Tyco's thrust changed to manufacturing industrial products

**Additional Information:**

Tyco appears to have offices in El Paso and Albuquerque though their location was not available on the internet

<b>Total 2003 Revenue:</b>	\$365 million
<b>Total DOD 2003 Revenue:</b>	\$243 million
<b>Total Civilian 2003 Revenue:</b>	\$122 million
<b>DOD 2003 Funding Rank:</b>	75
<b>Civilian 2003 Funding Rank:</b>	87

***U.S. Investigations Services***

1137 Branchton Road  
Annandale, PA 16018

**Telephone Number:**

(888) 794-8747

**Email:**

info@usis.com

**Web:**

http://www.usis.com

**Principal Contact:**

Unavailable

**Activities:**

US Investigations Services (USIS) offers a broad array of services that meet the full spectrum of public and private enterprise. USIS - the largest personnel security services company in North America - offers tailored security and professional staffing support vital to government agencies and commercial entities: reliable, accurate, properly obtained, and timely information. USIS is uniquely positioned to deliver industry leading services to all customers. Formerly the Office of Federal Investigations, USIS is a fully private, commercial company with over 5,600 dedicated and highly trained full-time employees operating from more than 185 locations throughout the United States, Puerto Rico, Guam, and the U. S. Virgin Islands. In addition to its headquarters in Annandale, Pennsylvania - a high-security, state-of-the-art, underground complex - USIS maintains Regional Business Centers in New York, Philadelphia, Washington, D.C., Atlanta, Chicago, Dallas, Albuquerque, Denver, Los Angeles, San Francisco, Tulsa and Seattle.

**Products or Services:**

USIS Top Five Government Clients: Department of Homeland Security, Department of Defense (USA-USAF & USN), Department of State, National Intelligence Community, Office of Personnel Management

**History:**

The outrage over President Garfield's death generated a national movement, which eventually resulted in the establishment of the Civil Service Commission in 1883. One of its duties was to oversee the investigation of the background, suitability and loyalty of employees and applicants for Federal positions. For almost half a century, that responsibility was in its province as the Investigations Service arm of the Office of Personnel Management. Formation of US Investigations Services: On July 8, 1996, USIS was formed on the initiative of the President and Congress as an employee-owned company. USIS is steeped in the tradition of providing high-quality, timely investigative services to its customers

**Additional Information:**

Regional locations: El Paso, Albuquerque, Espanola, Las Cruces, Los Alamos, Santa Fe. No other information available

**Total 2003 Revenue:** \$204 million  
**Total Civilian 2003 Revenue:** \$204 million  
**Civilian 2003 Funding Rank:** 53

### ***Unisys Corp.***

11720 Plaza America Drive  
Reston, VA 20190

**Telephone Number:** (703) 439-5000  
**Email:** ira.kirsch@unisys.com  
**Web:** [http://www.unisys.com/public\\_sector/us\\_federal/index.htm](http://www.unisys.com/public_sector/us_federal/index.htm)  
**Principal Contact:** Ira D. Kirsch, President, Unisys U.S. Federal Government Group  
**Activities:** Unisys, a DHS prime contractor, is a worldwide systems integrator specializing in information technology services and solutions. It delivers value-based solutions led by its competency in consulting and systems integration, outsourcing, infrastructure services and security, combined with leading enterprise-class server and related technologies. It brings an unparalleled depth of expertise in the areas of administration and finance, justice and public safety, defense and domestic security, human services, education, and healthcare.

**Products or Services:** For homeland security issues, products include: Biometrics Identification and Access Control; Network Security; Crisis Management at its Centers of Excellence, a 10,000 square feet of solution development laboratory facilities in Global Public Sector Headquarters in McLean, VA. Located in 100 countries, it combines expertise in consulting, systems integration, outsourcing, infrastructure, and server technology with six primary vertical markets worldwide: financial services, public sector, communications, transportation, commercial and media. Its closest locations are Phoenix, AZ, and Irving, TX.

**History:** It has a 132 year history that began with the first viable adding machine invented by William Seward Burroughs in 1886 and the first commercially viable typewriter by Remington in 1873. In 1927 Remington Typewriter and Rand Kardex merge to form Remington Rand. Remington Rand delivers UNIVAC computer to the US Census Bureau in 1951. Sperry and Remington Rand merge to form Sperry Rand. In 1986 Sperry and Burroughs merge to form Unisys Corporation.

**Additional Information:** Small Business Liaison: Susan Cooper, [susan.cooper@unisys.com](mailto:susan.cooper@unisys.com).  
Subcontracting opportunities: Enterprise Architecture, Applications Integration and Implementation, Software design. Supplier Diversity Registration: [www.unisys.com/SDP](http://www.unisys.com/SDP); TSA IT Management Services (ITMS) contract information, [www.federal.unisys.com/itms](http://www.federal.unisys.com/itms)

**Total 2003 Revenue:** \$666 million  
**Total DOD 2003 Revenue:** \$162 million  
**Total Civilian 2003 Revenue:** \$503 million  
**DOD 2003 Funding Rank:** 107  
**Civilian 2003 Funding Rank:** 19

### ***United Industrial Corp.***

124 Industry Lane  
P. O. Box 126  
Hunt Valley, MD 21030

**Telephone Number:** (410) 628-3500  
**Fax Number:** (410) 683-6498

**Web:** <http://www.unitedindustrial.com>  
**Principal Contact:** Frederick M. Strader, President & CEO  
**Activities:** United Industrial Corporation is a company focused on the design and production of defense, training, transportation, and energy systems. Its products include unmanned aerial vehicles, training and simulation systems, and automated aircraft test and maintenance equipment. The company also offers logistical/engineering services for government-owned equipment and manufacturers combustion equipment for biomass and refuse fuels.

**Products or Services:** Business areas: unmanned air vehicles; simulation and test systems; manufactures hydraulic, fuel, pneumatic, mechanical and electrical component test equipment; engineering and maintenance services, energy systems for production of steam used in heating, industrial processing and electric power generation;

**Employees:** 1,650  
**Total 2003 Revenue:** \$281 million  
**Total DOD 2003 Revenue:** \$276 million  
**Total Civilian 2003 Revenue:** \$5 million  
**DOD 2003 Funding Rank:** 71

## ***United Technologies Corp.***

One Financial Plaza  
Hartford, Connecticut 06103

**Telephone Number:** (860) 728-7000  
**Web:** <http://www.unitedindustrial.com/>  
**Principal Contact:** George David, Chairman & CEO  
**Activities:** UTC's operating units include businesses with operations throughout the world. Otis, Carrier and Chubb serve customers in the commercial and residential property industries worldwide. Carrier also serves commercial, industrial, transport refrigeration and food service equipment customers. Pratt & Whitney, Hamilton Sundstrand and Sikorsky Aircraft primarily serve commercial and government customers in the aerospace industry and also serve customers in industrial markets. For 2004, commercial and industrial revenues generated by UTC (principally Otis, Carrier and Chubb operations) were 64 percent of UTC's consolidated revenues, and military aerospace and commercial aerospace revenues were each approximately 18 percent of UTC's total revenues. Revenues for 2004 from outside the United States, including U.S. export sales, were 59 percent of UTC's total segment revenues.

**Products or Services:** Business units: Carrier heating and air conditioning systems, Hamilton Sundstrand aerospace and industrial systems, Otis elevators and escalators, Pratt & Whitney aircraft engines, Sikorsky helicopters, UTC Fire & Security protection services, UTC Power, United Technologies Research Center.

**History:** Founded in 1853 by Elisha Graves Otis with the establishment of an elevator factory. Incorporated in 1934 as United Technologies Corporation

**Total 2003 Revenue:** \$5.4 billion  
**Total DOD 2003 Revenue:** \$5.3 billion  
**Total Civilian 2003 Revenue:** \$119 million  
**DOD 2003 Funding Rank:** 6  
**Civilian 2003 Funding Rank:** 89

## **URS Corp.**

600 Montgomery Street  
26th Floor  
San Francisco, CA 94111

**Telephone Number:**

(415) 774-2700

**Fax Number:**

(415) 398-1905

**Web:**

<http://www.urscorp.com>

**Principal Contact:**

Martin M. Koffel, Chairman and CEO

**Activities:**

URS is the largest global engineering design firm and a leading U.S. federal government contractor providing a comprehensive range of professional planning, design, systems engineering and technical assistance, program and construction management, and operations and maintenance services. It has 27,800 employees in two divisions: the URS Division and the EG&G Division, which includes the operations of Lear Siegler Services. Together, it serves the U.S. federal government, state and local government agencies and private-industry clients, including Fortune 500 companies worldwide. For homeland security efforts, the combined expertise of our EG&G and URS Divisions is unmatched, covering a wide range of homeland security consulting and advisory services. It provides antiterrorism, threat and vulnerability risk assessments for the nation's buildings, transportation infrastructure and power, water and food supply, and it designs force protection and security systems. Its mitigation planning and emergency preparedness services help train local communities, government agencies and businesses alike how best to respond in the case of another terrorist attack. URS provides specialized emergency response training to Department of Energy and National Security Administration staff nationwide, other federal agencies and the military, as well as law enforcement officers, firefighters and medical professionals. The EG&G Division also participates in critically important programs to reduce the global threat of nuclear, biological and chemical weapons of mass destruction (WMD). This includes operating and maintaining chemical agent disposal facilities and providing advisory services for dismantling other WMDs.

**Products or Services:**

Services: Program Management, Planning, Engineering, Architectural Design, Construction Management, Specialty Construction Services, Operations and Maintenance, Defense-related Services: Installations Management, Equipment Maintenance, Flight Training, Combat Systems Engineering. Clients, U.S. federal, state and local government agencies, Government agencies in Europe and Asia/Pacific, Private corporations and Fortune 500 companies worldwide, Insurance companies and lending institutions

**History:**

In operation since 1904

**Employees:**

27,800

**Additional Information:**

Homeland security projects include: Arizona Bio-terrorism Exercise, Asset Management for Departments of Treasury and Homeland Security, Denver International Airport, Telecommunications and Electronics Design, Department of Energy Emergency Operations Training Academy, Emergency Response Exercises and Training, Western United States, FEMA Hazard Mitigation Technical Assistance Program, FEMA Recovery Work at Ground Zero, Fort Leonard Wood Chemical Defense Training Facility, Internal Revenue Service Headquarters Threat and Vulnerability Study, Pentagon Emergency Evacuation System, San Ysidro Border Station Expansion, Seattle-Tacoma International Airport

Access Control Systems, Security Risk Assessments at U.S., Bureau of Reclamation Dams and Power Plants, Super Bowl XXXVII Emergency Preparedness Exercise, Terrorist Threat Preparedness Exercises, Florida, Tooele Chemical Agent Disposal Facility, TOPOFF 2 Weapons of Mass Destruction Exercises, Tulsa Manmade Hazard Mitigation Plan, U.S. Embassy Prototype Design. EG&G services include: EG&G provides a comprehensive range of services to various U.S. federal agencies. In addition, EG&G provides products such as DICE - Data Link Interface and Conformance Evaluation, which is a test tool for NATO Standardization Agreement (STANAG) 4586 Data Link Interface. The purpose of the testing is to show that the various components of a candidate Unmanned Aerial Vehicle (UAV) Control System comply with STANAG 4586. The EG&G Training Technologies Team, based in Norfolk, Virginia, develops highly interactive web and computer based training for government and industry customers. In addition, the team develops Level I-IV Interactive Electronic Technical Manuals (IETMS) for sophisticated systems used in a wide variety of applications throughout the defense industry. EG&G has a long history in southern New Mexico & El Paso: EG&G Technical Services, Inc., 2420 Comanche Road, NE, Suite D-2, Albuquerque, NM 87107, Mailing Address: P.O. Box 9100, Albuquerque, NM 87119, (505) 998.0677, fax: (505) 998.0671; Lear Siegler Services, Inc. 2502 Clark-Carr Loop, C/O Cutter Aviation, Albuquerque Airport, Albuquerque, NM 87106, (505) .242.8950 Fax: (505) 242.8946; EG&G Technical Services, Inc., One Park Square, 6501 Americas Parkway, NE, Suite 900, Albuquerque, NM 87110-5311, (505) 855.7500, Fax: (505) 855.7555; EG&G Technical Services, Inc., Building 7000, Holloman AFB, NM 88330, Mailing Address: P.O. Box R, Holloman AFB, NM 88330, (505) 679-3335, Fax: (505) 679.3362; URS Corporation, 1350 Central Avenue, 2nd Floor, Los Alamos, NM 87544, (505) 672.2100, Fax: (505) 661.4236; EG&G Technical Services, Inc., U.S. Customs Service Support, 5900 Lockett Court, El Paso, TX 79932, (915) 581.7795, Fax: (915) 585.2924; Lear Siegler Services, Inc., NASA, 8101 Boeing, El Paso, TX 79925, (915) 782.5250, Fax: (915) 782.5241

<b>Total 2003 Revenue:</b>	\$475 million
<b>Total DOD 2003 Revenue:</b>	\$329 million
<b>Total Civilian 2003 Revenue:</b>	\$146 million
<b>DOD 2003 Funding Rank:</b>	66
<b>Civilian 2003 Funding Rank:</b>	75

## ***Verizon Communications***

1095 Avenue of the Americas  
New York, New York 10036

<b>Telephone Number:</b>	(212) 395-2121
<b>Web:</b>	<a href="http://www.verizon.com">http://www.verizon.com</a>
<b>Principal Contact:</b>	George Dowell, Vice President of Supply Chain Services
<b>Activities:</b>	Verizon Communications, a prime contractor for Department of Homeland Security and a Dow 30 Company with more than \$71 billion in annual revenues, is one of the world's leading providers of communications services. Verizon has a diverse work force of more than 210,000 in four business units: Domestic Telecom serves customers based in 29 states with wireline telecommunications services, including broadband, nationwide long-distance and other services. Verizon Wireless owns and operates the nation's most reliable wireless network, serving 43.8 million voice and data customers across the United States.

Information Services operates directory publishing businesses and provides electronic commerce services. International includes wireline and wireless operations and investments, primarily in the Americas and Europe.

**Products or Services:**

Domestic Telecom, Domestic Wireless, International, Information Services

**History:**

Verizon Communications Inc., based in New York and incorporated in Delaware, was formed on June 30, 2000, with the merger of Bell Atlantic Corp. and GTE Corp. While Verizon is truly a 21st century company, the mergers that formed Verizon were several years in the making, involving companies with roots that can be traced to the beginnings of the telephone business in the late 19th century. Government regulation largely shaped the evolution of the industry throughout most of the 20th century. Then, with the signing of the Telecommunications Act on Feb. 8, 1996, federal law directed a shift to more market-based policies. This promise of a new competitive marketplace was a driving force behind Verizon's formation. The mergers that formed Verizon were among the largest in U.S. business history, culminating in a definitive merger agreement, dated July 27, 1998, between Bell Atlantic, based in New York City, and GTE, which was in the process of moving its headquarters from Stamford, Conn., to Irving, Texas. GTE and Bell Atlantic had each evolved and grown through years of mergers, acquisitions and divestitures. Each had proven track records in successfully integrating business operations. Outside the 50 states, GTE operated wireless networks serving approximately 6.7 million customers with 34.8 million potential wireless customers through subsidiaries in Argentina, Canada and the Dominican Republic, and affiliates in Canada, Puerto Rico, Venezuela and Taiwan. GTE provided internetworking services, ranging from dial-up Internet access for residential and small-business consumers to Web-based applications for Fortune 500 companies. GTE was also a leader in directories and telecommunications-based information services and systems. Bell Atlantic was even larger than GTE, with 1999 revenues of more than \$33 billion. Its Domestic Telecom unit served 43 million access lines, including 22 million households and more than 2 million business customers. Its Global Wireless unit managed one of the world's largest and most successful wireless companies, with 7.7 million Bell Atlantic Mobile customers in the United States, and international wireless investments in Latin America, Europe and the Pacific Rim.

**Employees:**

210,000

**Additional Information:**

Small Business Liaison: Carl E. Brown, Carl.E.Brown@verizon.com, Website:

[http://www22.verizon.com/about/community/supplier\\_diversity/sdindex.html](http://www22.verizon.com/about/community/supplier_diversity/sdindex.html). Subcontracting opportunities include: Telecommunications, Call centers, IT, Cabling, Network management

**Total 2003 Revenue:**

\$229 million

**Total DOD 2003 Revenue:**

\$118 million

**Total Civilian 2003 Revenue:**

\$111 million

**DOD 2003 Funding Rank:**

141

**Civilian 2003 Funding Rank:**

94

***Washington Group International***

4350 Northern Pike  
Monroeville, PA 15146

**Telephone Number:** (412) 374-3896  
**Fax Number:** (412) 374-3272  
**Web:** <http://www.wgint.com>  
**Principal Contact:** Stephen G. Hanks, President & CEO  
**Activities:** Washington Group International, Inc., based in Boise, Idaho, provides the talent, innovation, and proven performance to deliver integrated engineering, construction, and management solutions for businesses and governments worldwide. With approximately 25,000 employees at work in over 40 states and more than 30 countries, the company provides professional, scientific, management, and development services in more than two dozen major markets. Included among those markets are: power generation, transmission and distribution, and clean air solutions, environmental remediation, heavy civil construction, mining, nuclear services, defense, homeland security, and global threat reduction, industrial, chemical, and pharmaceutical processing, manufacturing, facilities operations and management, transportation, water resources. Washington Group has a family tree made up of almost 20 heritage companies, some of which date back to the late 19th century.

**Employees:** 30,000  
**Additional Information:** A prime contractor for DHS. Contact Dennis Romano (703) 236-2705. Washington Group International provides management of WIPP. One of the regional offices is in NM: WSMS Southwest Regional Office, 6110 Seagull Lane, N.E., Suite 202, Albuquerque, NM Phone: (505) 878-1345, Fax: (505) 883-4144, [bill.lloyd@wsms.com](mailto:bill.lloyd@wsms.com)

**Total 2003 Revenue:** \$493 million  
**Total DOD 2003 Revenue:** \$409 million  
**Total Civilian 2003 Revenue:** \$84 million  
**DOD 2003 Funding Rank:** 56  
**Civilian 2003 Funding Rank:** 124

### ***Weston Solutions Inc.***

1400 Weston Way  
 P. O. Box 2653  
 West Chester, PA 19380

**Telephone Number:** (610) 701-3000  
**Fax Number:** (610) 701-3186  
**Web:** <http://www.westonsolutions.com>  
**Principal Contact:** Patrick G. McCann, CEO and President  
**Activities:** Weston is a leading environmental and redevelopment firm delivering solutions since 1957. Strategically located: 60 U.S. and international offices and is the third largest U.S. All-Environmental firm in 2004 (Engineering News-Record). The organization is employee-owned company with a staff of 1,800 and gross revenues of around \$400 million.

**Products or Services:** Homeland security products include: Disaster Response and Recovery-WESTON has responded to nearly every terrorist event and national disaster in support of our Federal, State, Local, and Industrial clients; Emergency Planning, Preparedness & Training-WESTON has provided clients with the emergency planning, vulnerability assessment, auditing, training, and exercises to increase the level of preparedness for a major response and recovery event; Facility Engineering and Construction for Security-WESTON has completed design and build projects to better protect our clients' facilities, infrastructure, information, assets, and

personnel; Homeland Security Technology-. WESTON has developed and deployed a series of wireless, GIS, and Web-based tools to collect field/sensor data and present the information in a single sharable "common operational view"; Port Security & Border Protection-WESTON provides a wide range of services and expertise to secure client facilities and our National borders.

**Additional Information:**

Contact: Greg Janiec, Technical Director, Homeland Security Services, 610-701-3066, [contactweston@westonsolutions.com](mailto:contactweston@westonsolutions.com). New Mexico office: Suite 200, 2 Park Square NE, 6565 Americas Parkway, Albuquerque, NM 87110-8172 (505) 837-6520, Fax (505) 837-6550.

<b>Total 2003 Revenue:</b>	\$186 million
<b>Total DOD 2003 Revenue:</b>	\$121 million
<b>Total Civilian 2003 Revenue:</b>	\$65 million
<b>DOD 2003 Funding Rank:</b>	134
<b>Civilian 2003 Funding Rank:</b>	154

## DELIVERABLE 3

# Economic Development Research for Artesia & FLETC

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In May, 2005, congress authorized the spending for the Department of Homeland Security. Section 109 of the authorization, has authorized \$40 million for training of state and local personnel performing immigration functions (see page 11 and 12). According to the White House homeland security website, the President's 2005 budget reflects a 780% increase in funding for first responders since September 11<sup>th</sup> of which FLETC-Artesia should benefit from. The Federal Law Enforcement Training Academy (FLETC) in Artesia, New Mexico, is one of two residential training site in the United States. FLETC is headquartered in Glynco, Georgia. The other training site is in Charleston, South Carolina. The FLETC serves as an interagency law enforcement training organization for 81 Federal Agencies. The Center also provides services to state, local, and international law enforcement agencies. The Department of Homeland Security is the parent agency for FLETC and supervises its administrative and financial activities. The FLETC Director serves under the authority of the Under Secretary for Border and Transportation Security.

FLETC-Artesia is a 2,540-acre site and includes a full range of facilities for conducting basic and advanced law enforcement training<sup>6</sup>. It has grown dramatically. FLETC-Artesia houses certain specialized assets – notably a collection of grounded 727 aircraft – used to support a variety of anti-terrorism training programs. Shortly after Sept. 11, 2001, the focus at FLETC-Artesia shifted heavily toward Air Marshal training, in response to the Congressional mandate. The average student population ballooned from 150 per day to more than 700 per day. Training for Air Marshals remained fairly constant through FY 2002 and 2003. In September 2003, Federal Flight Deck Officer training moved to FLETC-Artesia. The training consisted of one six-day class per week until January 2004, when the training numbers were doubled. This training will continue for some time as volunteer pilots are trained in defensive tactics, firearms, flying armed, and judgmental pistol shooting. In September 2004, the Border Patrol consolidated all of its training activities at FLETC-Artesia. This further solidified the importance of FLETC-Artesia in enabling the FLETC to meet our nation's homeland security objectives. FLETC-Artesia is also home to the Bureau of Indian Affairs (BIA) Indian Police Academy which conducts basic and advanced training for BIA and tribal police.

Following a telephone conversation with Richard Price, Greater Artesia Chamber of Commerce, he noted the following:

- Very few businesses in Artesia partner with FLETC even though the Chamber and FLETC have tried to open the doors with training seminars. As a consequence, the FLETC operation in Artesia is self-supporting.
- Artesia benefits from job creation even with transition in maintenance, security, fast food contracts as the contractors do hire locally.
- With the Border Patrol coming in there has been a serious tightening in the housing market with five new subdivisions and as a consequence, the Chamber doesn't have a good idea on the current economic impact of FLETC within the community other than dealing with the economic impact of a tight housing market.
- What the chamber would like to see from this research is if there are any additional spin-offs into the business community from the growth at FLETC.

As noted on page 15 of this report, there are numerous economic development opportunities for the area businesses. What should be noted is that these businesses have to compete with other government contractors which could provide a training opportunity for the Council or other economic development organizations. For the small local businesses in Artesia, they would benefit from an understanding of how contracting is made at FLETC, looking for niches they can fill or subcontracting with major government contractors who are encouraged to work

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<sup>6</sup> Pulled from [http://www.fletc.gov/pao/artesia\\_overview.htm](http://www.fletc.gov/pao/artesia_overview.htm), July 6, 2005.

with small businesses, very small business, minority owned businesses, and women-owned businesses. Page 16 of this report outlines DHS's Forecast of Contract Opportunities for 2005 for FLETC-Artesia (Office of Artesia Operations OAO). Identifying local or regional businesses that could bid on these contracts would be beneficial:

- NAICS Code (236220); Construction of 27000 Classroom Bldg #27, Competitive, Contract, \$2M to \$5M, Target release-TBO, small business 8(a), contact Bib Driggers, 912-267-3630, bob.driggers@dhs.gov
- NAICS Code (561720); Dormitory Management Services, Non-Competitive, Contract \$2M to \$5M, Target release – TBO, Small Business Program NISH, contact Walters 505-748-8013, stephen.walters@dhs.gov
- NAICS Code 235220; Modular Office Building, Competitive, GSA, \$100K to \$250K, Target release – TBO, contact Art Welton, 505-746-5782

In addition, the research highlights several companies that might be approached: Motorola, page 70 of this report (manufacturing opportunities); URS Corp (EG&G), page 24 and page 88 of this report (contracting opportunities); Washington Group International, page 90 of this report (training opportunities); and Olin, page 29 of this report (manufacturing and service opportunities). Many of the companies listed in this report have products or services that are training and support related. A careful review of these companies might provide a benefit as a spin-off from the FLETC operation.

## DELIVERABLE 4

### **Discussion on BISC Operations Center in the Southwest**

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Steve Vierk, Mesilla Valley Economic Development Alliance (MVEDA), an economic development organization serving Dona Ana County, confirmed that Department of Homeland Security is considering the establishment of an operations center called Border Interdiction Support Center (BISC). Its purpose would be to collect and interpret tactical intelligence. The center will serve U.S. Customs and Border Protection. Three communities are being considered: San Antonio, Texas; El Paso, Texas; and Las Cruces, New Mexico. MVEDA is working closely with the New Mexico congressional delegation, primarily Senator Pete Domenici who serves on the Appropriations and Homeland Security Committees. MVEDA hopes to send a delegation to Washington, DC to outline with the Department of Homeland Security the competitive advantages that Las Cruces could offer the Department of Homeland Security. It is also working with Border Patrol in this initiative.