

### From the Chapter President



Spring is a busy time for our NDIA-DVC chapter. This month we will have the privilege of gathering with officers from all the area college and university ROTC and NROTC units to present awards to their outstanding men and women of America who commit their lives to the protection of our country and way of life. National NDIA will host its Annual Award Dinner in Washington, D.C. in early May.

Our chapter will be represented by Tony DeMarco of PRICE Systems and his lovely wife, Sheila. We are planning on a general membership event on June 12, 2009. The event will be held at the Philadelphia Navy Yard. We are coordinating and developing the format with the Philadelphia Development Industrial Corp (PDIC). Additional detailed information will be sent to members in the near future.

At our last board meeting, we discussed the board's involvement in the Science, Technology, Engineering, and Mathematics (STEM). As you can imagine, there are many schools and businesses in the Delaware Valley that are active in STEM activities. We are in the process of reviewing possible candidates to support one or more of our area schools in a STEM project.

Thanks to all the hard work your board has done over the past few years. It gives me great pleasure to announce that on March 12, 2009, your chapter has achieved Model Chapter Status. In essence, the chapter has complied with various requirements such as instituting a STEM program, holding general membership events, and having an awards program.

May is the transition month when the current chapter President turns over the reigns to the new President. I will turn over the reigns to Tony DeMarco from

PRICE Systems. Tony has not only been our 1<sup>st</sup> Vice President for the last two years but has served on our Publicity/Technology committee, Golf committee and our most recently formed Donation committee. Tony has a strong business background and will represent our chapter well. We wish Tony the best of luck in his new role as our chapter president.

In closing, it has been a pleasure to serve as your chapter president these past two years.



### 2009 Membership Event

Come join us at the Philadelphia Navy yard for a morning of timely information on business opportunities and networking

Friday June 12, 2009

Morning coffee and lunch included

Admission is **FREE**, but space is limited, so register today!

Click [here](#) to register

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**Chapter Company Member Profile**

ACI Technologies Inc. (ACI) is a scientific research corporation dedicated to the advancement of electronics manufacturing processes and materials for The Department of Defense and industry. The company operates the U.S. Navy’s Center of Excellence in Electronics Manufacturing (Electronics Manufacturing Productivity Facility EMPF), and the U.S. Army’s Electronics Sustainment Center (AESC). The EMPF focuses on the development, application and transfer of new electronics manufacturing technology by partnering with industry, academia and government centers and laboratories in the United States in order to maximize available research capabilities at the lowest possible cost. The AESC supports legacy systems with electronics technology upgrades by inserting commercial off the shelf (COTS) components into existing designs to enhance performance and reliability, reduce costs, and to mitigate component obsolescence issues. ACI also provides training, consulting, testing, analysis, and engineering services to the electronics industry.

ACI was established in 1992 by its founder and current CEO, Alan J. Criswell. His vision was to develop a vehicle to bridge the gap between leading edge applied research efforts in electronics manufacturing and the successful integration of the developed technologies on the factory floor. Relying on a through understanding of the dynamics of the electronics industry and knowledge of the ever-increasing void in successful technology insertion, ACI successfully privatized a regional, government-operated laboratory known as the EMPF in 1995. ACI transformed this facility into a National Center of Excellence offering best-in-class technical resources in electronics manufacturing to the U.S. Navy, the Department of Defense, and industry. Today, ACI’s National Center of Excellence Model serves as a conduit to leverage the nation’s best technical resources from government, industry, and academia in a cooperative and cost-efficient effort to maximize the development and insertion of electronics manufacturing technologies across a broad base of industrial partners. This leveraged technical capability has and will continue to contribute greatly to ensuring

the competitiveness of the U. S. industrial base in electronics manufacturing.

ACI occupies over 36,000 square feet of office and laboratory space in a modern office campus adjacent to the Philadelphia International Airport. The facility houses a 10,000 square foot demonstration factory containing the latest electronics manufacturing equipment, fully equipped classrooms for skill-based and professional level technical training, an analytical laboratory of materials and environmental testing, conference and lecture rooms with video conferencing capabilities, and an expansive technical library. Most importantly, ACI has achieved excellence in electronics manufacturing training, research, and consulting services by recruiting and retaining the best engineers and technicians in the field, most with advanced degrees in their respective disciplines.

ACI offers a full range of results-oriented technical capabilities available to both its government and commercial customers.

**Chapter Events**



**NDIA ROTC/NROTC Award Luncheon**  
**Date: April 20, 2009**

**Spring General Membership Meeting**  
**Philadelphia Shipyard**  
**Date: June 12, 2009**

**2009 NDIA DVC Golf Outing**  
**Date: August 10, 2009**

## Small Business Insights

### Does your Estimating System Pass the Test?

By Anthony DeMarco  
PRICE Systems, LLC

Doing business with the Department of Defense (DOD) requires that you have disciplined company governance in specific areas as noted in the Defense Federal Acquisition Regulations (DFARs). In particular, DFARs 215.811 and 252.215-7003. DFARs 215.811 requires all DOD contractors, large and small, have adequate estimating systems to support their proposals. As part of a regulatory oversight requirement, the Defense Contracts Audit Agency (DCAA) will periodically perform contractor estimating system reviews. If you are a large defense contractor, you can expect your estimating system to be reviewed routinely. Smaller defense contractors can be audited at any time at the request of their customer. If DCAA finds that you have estimating system deficiencies, "Flash" reports are broadcasted to your customer and other defense agencies. If the deficiencies are serious, you may be suspended from submitting any further proposals until your estimating system is deemed adequate.

So what is an adequate estimating system? It is DOD policy that contractors have estimating systems that consistently produce well supported proposals acceptable as a basis for negotiating fair and reasonable prices. Estimating systems should be consistent and integrated with a contractor's related management systems, and be subject to applicable financial control systems. To be considered adequate, an estimating system must be established, maintained, reliable, and consistently applied. It must also produce verifiable, supportable and documented cost estimates.

DFARs 215.811-70 delineates attributes of an adequate estimating system. So if your estimating system is tested, you will be scored on following:

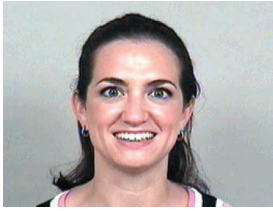
The Contractor...

1. Establishes clear responsibility for the prepara-

- tion, review, and approval of cost estimates.
2. Provides a written description of the organization and duties of personnel responsible for contributing to the estimating process
3. Ensures that relevant personnel have sufficient training, experience and guidance
4. Identifies sources of data and the estimating methods and rationale used in developing cost estimates.
5. Provides for appropriate supervision
6. Provides for consistent application of estimating techniques.
7. Provides for detection and timely correction of errors.
8. Protects against cost duplication and omissions.
9. Provides for the use of historical experience, including vendor pricing information where appropriate.
10. Requires use of appropriate analytical methods.
11. Integrates information available from other management systems as appropriate.
12. Requires management review [of the estimating system]
13. Provides for internal review of and accountability for the adequacy of the estimating system, including the comparison of projected results to actual results and an analysis of any differences.
14. Provides procedures to update cost estimates in a timely manner.
15. Addresses responsibility for review and analysis of subcontract prices.

The new Administration has renewed attention to Defense Acquisition Reform. I suggest that you do not wait for DCAA to come knocking at your door to ensure that you have an adequate estimating system. Do a self-audit of your practices using the attributes above. Put yourself in the shoes of your local DCAA auditor – did you pass the test? Fill in the gaps, document your process, practice what you documented, and revisit and renew your vows periodically. An adequate estimating system is not just a DFAR requirement; it is a sound business practice.

## Chapter Board Member Profile



Orly Soffy is the Boeing Rotorcraft Business Development Lead for the Netherlands. In this role Orly is responsible for all marketing and sales activities including developing future business opportunities, capturing new business and keeping programs sold.

Prior to her current position, Orly worked in Rotorcraft Business Development- Marketing Operations after having graduated from Boeing's finance rotation program, the Business Career Foundations Program. While working in Marketing Operations, Orly was responsible for Rotorcraft Business Development's overhead and New Business Funds.

As a native of the country of Israel, Orly served 2 years in the Israeli Army whereby she worked in the Prime Ministers office.

Orly serves as the Treasurer/Secretary for the National Defense Industrial Association- Delaware Valley Chapter.

A graduate from the Pennsylvania State University, Orly holds a bachelor's degree in Finance and International Business with a minor in International Studies.

Orly is married to David and has a son, Devin.

## From the Editor

What do you think of this newsletter? How can it be improved? Do you want your company profiled in a future issue? Would you like to contribute a feature article in a future issue? Send me your feedback and suggestions so that we can improve this publication with each issue.

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## MEMBERSHIP

Spread the word! Do you know industry partners that are not already members of NDIA? Let them know about our great association. Invite them to the upcoming luncheon. This will be an easy and convenient way to join and take advantage of all the great things NDIA has to offer. NDIA's Annual Membership Appreciation event is in the planning stages. Last year's event was held at the Scotland Run Golf Club in Williamstown, NJ and was a huge success. You can see pictures of this and other past events at our website, <http://www.pricesystems.com/ndia/past%20events.htm>

**2009 Chapter Board of Directors Directory**

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**Corporate Members**

Visit the web site to see a list of our Chapter Corporate Members

<http://www.pricesystems.com/ndia/corplinks.htm>