



From the Chapter President

At our last board meeting, the board welcomed our newest board member, Joseph Welsh. Joe is the Chief Executive Officer of the Collegiate Consortium for Workforce and Economic Development. The Consortium includes 5 regional community colleges from Pennsylvania and New Jersey. The Consortium provides education and training for companies and government agencies as well as supports regional development initiatives. Previously, Joe served as the Executive Director of the Life Science Career Alliance, a workforce intermediary for the life science industry in Southeastern Pennsylvania. He has also served as a Senior Fellow of International Law and Policy at Temple University of School of Law in Philadelphia. He was a consultant to the World Bank and advisor to the World Health Organization. He holds a Juris Doctor from Temple University School of Law, an M.B.A. from Philadelphia University, and is a member of the Pennsylvania and New Jersey Bar Associations. He also holds an Adjunct Associate Research Professor appointment at Drexel University School of Biomedical Engineering, Science and Health Systems. Joe helps round out the board with his background in academia. With Joe's background, the board is confident it can move forward with NDIA National's call to establish a Science, Technology, Engineering and Mathematics committee.

NDIA National has added a National Security Science and Technology Workforce Division with the primary goal of strengthening the Science, Technology, Engineering and Mathematics workforce in the United States, with an emphasis on people who can meet the standards for high level security clearances. Our focus areas are to engage all chapters and divisions of the NDIA to working with local schools and organizations to increase awareness of STEM careers. We

hope to excite K-12 students to pursue STEM educational tracks by providing educational enhancement opportunities for K-12 students through sponsoring or volunteering for STEM-focused activities such as First Robotics, BotBall, Team America Rocketry Challenge and Project Lead The Way. To support chapter and division activities, the Workforce Division of NDIA will be developing a section of the association's web site dedicated to identifying sponsorship and volunteer opportunities, teacher/student resources and scholarship programs.

Last but certainly not least, our golf tournament is just around the corner. It is shaping up nicely; but there is still plenty of room for sponsorships and foursomes. Please consider having your company sponsor a hole or send a foursome for the event. Don't forget this year's top prize is a large flat screen TV. The tournament will be held again this year at Scotland Run in Williamstown N.J. There will be plenty of food and refreshments as well.

Sincerely,

Jerry Luccarella
President

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Chapter Company Member Profile



AGI provides commercial off-the-shelf software to national security and space professionals for integrated analysis of land, sea, air and space assets. The technology can be applied to a variety of solution areas.

AGI emphasizes product excellence, customer success, fun, and exceptional stakeholder value. Founded in 1989 and enjoying strong growth in its history, AGI has been named to numerous prestigious lists. It ranked first in the Great Place to Work Institute and Society of Human Resource Management's "Best Small Company to Work For in America" contest in 2004 and 2005, third in 2007, and first in the medium-sized company category in 2006.

For more information please visit <http://www.stk.com/>

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.

amanda.tartaglione@pricesystems.com

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>



Support our NDIA-DVC Golf Outing
August 18, 2008

Scotland Run Golf Course in Williamstown, NJ
Shot gun start at 12:00pm—Dinner included

For more information please visit: <http://www.pricesystems.com/ndia/2008%20NDIA%20golf%20tourney.pdf>

Small Business Insights

Growing Small Businesses at the Navy Yard Rebuilding the Maritime Supplier Infrastructure By Doug Peel, PSDC, and Bill Swahl, Colony Place Consulting

Small businesses are often spawned as part of a support infrastructure for a larger industry. However, the structure of that industry may dictate the role small businesses may play and may either limit or encourage their ability to grow.

The Delaware Valley has been one of the most prolific shipbuilding areas in the United States of America with up to 13 major shipyards, building thousands of ships and maintaining a large network of maritime suppliers. However, the shipyards were large and took pride in being self sufficient, in doing almost everything in-house with their own employees and shops. They used the suppliers mostly for material and manufactured items. This restricted the suppliers' role to being catalog salesmen, a role they got used to and came to expect.

When the Philadelphia Naval Shipyard closed in 1996, the victim of an early BRAC, not only was it the last of the thirteen major shipyards in the Delaware River Valley to expire, but with it went the remains of an enormous infrastructure of marine support industry. Everything for ships from steam and diesel engines to anchors and electrical switchboards had once been manufactured locally.

With the decision to build a modern commercial shipyard at the site of the formal Naval Shipyard, it was recognized that the old ways had led to the demise of the commercial shipbuilding industry and the latest world-class technology must be imported from abroad where ships were being successfully built. This technology was process-based, not trade-based. The Shipyard would focus on its core process, steel fabrication, with the most modern computerized equipment and a highly trained workforce. This work would represent 30% of the value added to the ship. The other 70% would be divided into appropriate packages for supplier/subcontractors, who would be expected to develop the same kind of approach to their own processes and sharpen their efficiency in their own marketplaces. This is obviously a much greater, more participatory role and has the potential for much more growth, especially as

the Shipyard has a backlog of eight ships and options for 13 more.

The problem is that this new role is very different from that of catalog salesmen. It requires a new approach from management, a partnering relationship with the Shipyard, a partnering relationship with other supplier/subcontractors working in teams on large projects, and training for both workers and supervisors in the new processes. It requires a desire to participate in this opportunity and a willingness to invest in the major changes needed to be successful both locally and against the foreign competition.

The Philadelphia Shipyard Development Corporation (PSDC) has joined with the Collegiate Consortium (CC) and Aker Philadelphia Shipyard Inc. (APSI) to create a program to leverage off APSI's existing certified apprenticeship program, run by CC, to train supplier workers and apprentices in the marine version of trade skills, but most of all to train them in high performance, process-based methodologies. There would also be management training, including CEO level seminars examining the business ramifications of this business model.

The goal is for these small businesses to become efficient, cost effective suppliers to the Shipyard to help it build more ships at a more competitive price creating more jobs at the Shipyard and in the businesses supporting it. It is also a goal that, in order to become even more cost effective, these small businesses will grow and expand their markets beyond the Shipyard to other shipyards in other parts of this and other countries and even to other industries.

Therefore, the stakeholders here are not only PSDC, APSI, and CC, but PIDC, the Department of Labor, and our Congressional Delegation which has provided funding for the first step in our program. This first step is the foundation stone on which we hope to build a permanent training facility providing these high performance, process-based methodologies to small businesses that come to work for the Shipyard, then those coming to the Navy Yard, and finally, those serving industry in the area. The stakeholders have been funded by the State to develop a long range plan for this program to serve as our road map.

For more information please contact Doug Peel or Bill Swahl.

Chapter Board Member Profile



Paul Welsh, vice president of Business Development, Analytical Graphics, Inc. (AGI) is responsible for the strategic pursuit and development of large, long-term program opportunities and enterprise accounts. During the early phases of these programs, he and his team help high-level influencers determine how AGI technology can meet planned objectives.

Welsh joined AGI in 1998 as the market segment manager for commercial space, serving in that capacity until he was promoted to his current position. Prior to joining AGI, Welsh worked for 17 years at Lockheed Martin Space Systems Division. He entered the Edison Engineering program in 1981 and performed satellite electronic hardware design for multiple programs, including DSCS, UARS, and GPS. He advanced to the system engineering level before entering the ranks of engineering management in 1989. In this capacity, he led an engineering unit that designed satellite computers for various commercial programs. Subsequently, he served as the deputy program manager for Koreasat, which successfully produced two communication satellites and ground stations for the Republic of Korea, and as the program manager for product data management (PDM) system deployment.

Welsh received a B.S. in electrical engineering from Villanova University In 1981; a master's degree in systems engineering from The Moore School at the University of Pennsylvania in 1984; and an MBA from The Wharton School of the University of Pennsylvania in 1998.

Chapter Events



Monday, August 18, 2008
NDIA-DVC Annual Golf Outing
Scotland Run Golf Club
Williamstown, NJ
12:00 Shot gun start
Dinner to follow tournament

For more information please visit:

<http://www.pricesystems.com/ndia/2008%20NDIA%20golf%20tourney.pdf>



2008 Chapter Board of Directors Directory

President

Jerry Luccarella
The Boeing Company
Jerry.j.luccarella@boeing.com

1st Vice President

Anthony DeMarco
PRICE Systems, LLC.
Anthony.demarco@pricesystems.com

2nd Vice President

Robert Coates
L-3 Communications
Robert.coates@L-3com.com

Secretary/Treasurer

Orly Soffy
The Boeing Company
Orly.soffy@boeing.com

Directors

Larry Ames
Day & Zimmermann
larry.ames@dayzim.com

Alan J. Criswell
American Competitiveness Institute
criswell@aciusa.org

James A. Donahue
Defense Solutions
Donahue@ds-pa.com

Brian S. Gocial
Blank Rome LLP
gocial@blankrome.com

Charles Gulati
Fidelity Technologies Corporation
gulatiC@fidelitytech.com

Thomas Harris
SAIC
harrist@saic.com

Joseph M. Iannacone
NetIDEAS, Inc.
joe.iannacone@netideasinc.com

Constantine Karmokolias
Gemini Technologies
constantine.karmokolias@gemitek.com

Jane Lowenstein
JanBara & Associates
jlowenstein@janbara.com

Mark G. Mortenson, ESQ.
Law Offices of Mark G. Mortenson
mort5@earthlink.net

John J. Mulhern
Fels Institute of Government
University of Pennsylvania
johnjm11@verizon.net

D. Douglas Peel
Philadelphia Shipyard Development Corporation
dpeel@psdc.us

Juan R. Penalver
Lockheed Martin Maritime Systems
juan.penalver@lmco.com

Daniel J. Rhoads, Jr.
Rhoads Industries
d2@rhoadsinc.com

Thomas U. Seigenthaler, RADM
NDI Engineering Company
tseigenthaler@ndieng.com

William J. Swahl
Colony Consulting
b.swahl@comcast.net

Francis M. Walton
NDI Engineering Company
fwalton@ndieng.com

Paul Welsh
Analytical Graphics, Inc.
welsh@agi.com

Joe Welsh
Collegiate Consortium
josephwelsh@collegiateconsortium.org

Corporate Members

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

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