

NDIA Delaware Valley Chapter

NEWSLETTER



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Philadelphia Shipyard Development Corporation
1117 Admiral Peary Way, Quarters M
Philadelphia, PA 19112



From the Chapter President

The Spring months of April and May are busy ones for our NDIA chapter.

On April 11, NDIA will have its Annual Award Dinner in Washington, D.C. Our chapter will be represented by Jerry Luccarella of The Boeing Company and his lovely wife, Marie.

Our Spring Membership Meeting will be a luncheon hosted by Blank Rome at its Marvin Comisky Conference Center on April 13. All our members and guests will have an opportunity to network before and after we hear a message from Major General Tony Corwin, USMC (Ret).

Next, on April 27, is one of the highlights of the NDIA year. At this time, 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 cadets and midshipmen. NDIA honors the young men and women of America who commit their lives to the protection of our country and way of life.

Finally, on May 17, the Board of our NDIA chapter will have its last meeting of this cycle. It will see the passing of the Presidency to our current First Vice President, Jerry Luccarella.

Of course Spring is busting out all over, not just on the NDIA calendar. I am fortunate to be observing it from my office on the Delaware at The Navy Yard, previous home to the Philadelphia Naval Shipyard.

From my window I can see flowers starting to bloom and song birds coming home. Life is also returning to

the old shipyard, new businesses, economic development, jobs (many defense related). There are now about the same number of people working at The Navy Yard as before it was closed. Many are ship-builders, in addition to architects, fashion designers, researchers, educators, and restaurateurs.

The Navy still has an important presence at the Yard as well. Along the tree-lined streets stand the handsome brick offices of NAVSES overlooking the Reserve Basin with its large gray ships that once projected our power overseas and protected our shores at home. These storied ships reside behind the Navy's Propeller Shop, the only one of its kind, for manufacturing propellers for nuclear submarines.

Wherever you are, I hope your Springtime is going as well as it is at The Navy Yard.

Regards,

Doug Peel
President

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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.pricystems.com/ndia/past%20events.htm>.

Chapter Calendar

April

April 13, 2007

Luncheon

Comisky Conference Center
First Floor of One Logan Square
Philadelphia, PA

Featured Speaker: Major General Tony Corwin,
USMC (Ret.)

April 27, 2007

ROTC Award Presentations

May

May 17, 2007

NDIA Delaware Valley Chapter Meeting

May 1-4, 2007

SAME Conference
Pennsylvania Convention Center
Philadelphia, PA

August

August 20, 2007

Networking and Registration begins at 11:00 am
NDIA's Annual Membership Appreciation Event
Scotland Run Golf Club—Williamstown, NJ

Chapter Luncheon



Register Today

**The Delaware Valley Chapter Luncheon
With Special Guest Speaker
Major General Tony Corwin, USMC
(Ret.)
Topic: DOD – The Way Ahead**



**April 13, 2007
11:00am-1:30pm**

Come join us for a free lunch and a great speaker...

The Delaware Valley Chapter Luncheon
With Special Guest Speaker
Major General Tony Corwin, USMC (Ret.)
April 13, 2007

11:00 Registration and Networking Begins
12:00 Lunch is served
1:00 End of Speakers and Lunch
1:30 End of Event

Admission fee: Free – Compliments of your Delaware Valley Chapter Board of Directors

http://www.pricystems.com/NDIA/webinar_registration.htm

Chapter Company Member Profile



Despite the trend toward commercial practices in public procurement, government contractors still must deal with hundreds of unique laws and regulations. Blank Rome's government contracts group represents individuals, private businesses, and public agencies. Our clients include government contractors, state and municipal governments, mass transit agencies, and others, including recipients of federal and state grants and loans under a variety of programs throughout the United States and the world. We have particular experience representing clients in industries such as information technology, homeland security, healthcare, maritime, construction, education, and Alaska Native Corporations (ANCs).

We serve clients at all stages of the government procurement process: from helping companies locate business opportunities, to assisting them in preparing proposals and negotiating contracts, and, if need be, representing them in resolving disputes.

Winning Government Contracts and Grants

We advise businesses new to the government market, as well as experienced government contractors desiring to expand their market share through new contracts, grants, or other forms of financial assistance. We assist clients in responding to solicitations, broad agency announcements, program research-and-development announcements, grant applications, cooperative agreements, and Cooperative Research and Development Agreements (CRADAs). This includes reviewing (Red Team) draft proposals, and advising prospective bidders on risks and obligations created by the various requirements incorporated into government contracts, such as those related to affirmative action, and small and small-disadvantaged business subcontracting requirements.

While we do everything possible to assure that our clients win contracts, when they do not, we evaluate carefully the advantages to be gained, and risks inherent in, challenging contract awards to competitors.

Contract Administration and Claims Prevention

Members of the government contracts group assist with contract administration, and claims and disputes prevention and mitigation through counseling, training, and, when necessary, representation before the contracting agency to resolve emerging problems. We provide in-house training on procurement integrity and ethics, organizational conflicts of interest, and corporate self-governance.

Contract Performance Disputes

As in any contracting environment, disputes occur. We negotiate and resolve disputes both informally and through structured Alternative Dispute Resolution (ADR) procedures. When these methods fail, we are experienced in handling litigation that may arise, and litigate those disputes as appropriate, based upon client needs and direction. Our dispute experience includes issues regarding contractor and subcontractor claims, defective pricing, cost disallowances, default terminations, convenience terminations, time extensions, constructive changes, suspension of work, differing site conditions, acceleration, excusable delay, contract interference, government-caused delay, and defective data packages and specifications.

Contract Audits

Our team is experienced with federal and state contract audits as both private and government counsel. We also work with public accounting firms and consulting firms specializing in federal government cost accounting to provide advice in the following areas:

- pre-award surveys of prospective contractor accounting systems
- post-contract award accounting system audits
- incurred cost audits

- Cascading or tiered set-asides should be prohibited. These contracting vehicles have solicited multiple categories of potential bidders, including one or more small business categories. If the number or qualifications of the small business bidders are not obtained, then the agency can select another category which has the desired number of bidders. Many commentators have indicated that this procedure is very prejudicial to small businesses for a variety of reasons. Hence, the Panel recommended its discontinuance.

- Acquisition personnel should receive additional training on small business programs and on rules governing “bundling of contracts”.

For more information on how these regulatory changes and proposals affect your small business, contact [Brian S. Gocial](#)

Chapter Board Member Profile



Constantine Karmokolias

Constantine was born in Patras, Greece in 1951. In 1969 he came to the US to pursue a college education. He received a Bachelor’s degree from the University of Maine and a Master’s

and PhD degrees from Texas Tech University, all in Electrical Engineering with a minor in Systems Engineering. After his studies, he completed a tour of duty in the Hellenic Air Force and then moved to the US and became a US citizen.

Constantine has had a diverse technical career including research and development of spread spectrum technologies and applications, modeling and simulation, development and applications of GPS, fiber optic gyro technologies, guidance systems, and intelligent training systems. Constantine has supported or led projects in all three DOD services, DOD agencies, Homeland Security, and several US civil government agencies. He was also responsible for the development and deployment of

the Canadian National Aviation Security Screening Training program, following the events of 9/11.

Constantine has held various leadership and management positions in the industry, culminating with being appointed the Chief Operating Officer of Galaxy Scientific Corporation. When Galaxy was acquired by SRA International in 2005, Constantine was appointed as a Vice President of SRA International and Director of the Technology Solutions Strategic Business Unit. He held adjunct professor positions at Texas Tech University and Penn State University in Systems Theory and Optimum Estimation Techniques.

Constantine is a member of the National Training Systems Association (NTSA), the National Defense Industries Association (NDIA), the Institute of Electrical and Electronic Engineers (IEEE), the Institute of Navigation (ION), the Army Aviation Association (AAA), Navy League, and the American Institute of Aerospace and Aeronautics (AIAA). He is currently serving in the Board of Directors of the Delaware Valley Chapter of NDIA.

Constantine has been married to Gail Karmokolias since 1979. They have three daughters. The Karmokolias have been living in Eastern Pennsylvania since 1985 and are actively involved in the community.

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.

Anthony.DeMarco@pricesystems.com

Chapter Events



Our next Chapter luncheon is being held April 13th and features Major General Tony Corwin, USMC (Ret.) as our guest speaker. Major General Tony

Corwin, USMC (Ret.), assists clients with government relations matters related to the defense industry and national security. General Corwin's areas of experience include:

- authorizations and appropriations
- legislation
- government business
- strategic planning

Prior to joining Blank Rome, General Corwin served as the Legislative Assistant to the Commandant and Director of Legislative Affairs for the United States Marine Corps (USMC). General Corwin spent seven years working with the United States Congress as the Corps' legislative liaison, interacting directly with both House and Senate authorizers and appropriators on the four Defense Committees. Prior to his work on Capitol Hill, General Corwin had the privilege to serve as the Commanding Officer for the 8th Marine Regiment at Camp Lejeune in Jacksonville, North Carolina. Additionally, General Corwin spent three years in the Pentagon as Deputy Executive Secretary for the Secretary of Defense. In this role, he was responsible for the daily coordination of all action items for the Secretary and Deputy Secretary of Defense.

Prior to his service in the Pentagon and on Capitol Hill, General Corwin spent the previous twenty years serving in a variety of command and staff assignments. General Corwin was commissioned a Second Lieutenant in 1973 and has served at bases throughout the U.S. and abroad. In 1991, as the commanding officer of 2d Battalion, 8th Marines, he deployed the battalion as the ground combat element for the 24th Marine Expeditionary Unit, Special Operations Capable, into northern Iraq during the first Gulf War. Addition-

ally, he is a graduate of Amphibious Warfare School, Command and Staff College, and the National War College.

COMMUNITY SERVICE & AFFILIATIONS

General Corwin is active in the Marine Corps Association, the USMC Aviation Association, and the Navy League.

To register please visit:

http://www.pricystems.com/NDIA/webinar_registration.htm

SAME 2007

Joint Engineer Education and Training Conference & Expo

May 1-4, 2007

Pennsylvania Convention Center

Philadelphia, PA

For additional information check out the Website:

<http://www.phillysame2007.org/>

Small Business Insights

Small Business, Big Innovations By Juan Penalvr, Lockheed Martin

Small businesses with budding innovations are part of Lockheed Martin's strategy to speed the development and delivery of new technologies to its Navy customers.

Lockheed Martin's business in Moorestown identifies potential small businesses through two primary "data points:" seek input directly from its 2,500 engineers to determine specific technology needs and identify businesses pursuing Small Business Innovative Research (SBIR) opportunities related to those needs with the Defense Department.

In 2006, Lockheed Martin began a series of small business innovation technology days in Moorestown and Washington, D.C., to bring its engineers together with companies that may match their needs.

"The purpose of these events is to collaborate with small companies to identify and leverage their innovation and technologies that are aligned with our products and customers," said Orlando Carvalho, vice president and general manager of Lockheed Martin's business in Moorestown. "We trust these collaborations also have the potential to lead to long-term partnerships that will continue to enhance the value of the solutions we provide our customers in the future."

Moorestown hosted nearly 50 small, advanced technology businesses in February and November.

"This is the first time we've been invited in by a big contractor," said William Eckerle, president of EHS Technologies, of the February Small Business Innovation Technology Day.

Launched a decade ago, EHS Technologies specializes in environmental, engineering and information technology services. EHS, like all the companies that participated in the event, is developing next-generation technologies under the Defense Department's Small Busi-

ness Innovation Research program.

Information exchanged during the Innovation Technology Day program could lead to partnerships or a mentor/protégé relationship with Lockheed Martin to further the research and introduce the new technologies into current and future programs.

To help move these relationships toward fleet introduction, Lockheed Martin opened a Technology Collaboration Center in Washington, D.C.

The Technology Collaboration Center is equipped with the same software and hardware used in Navy and Coast Guard shipboard combat systems, such as the Navy's Aegis Weapon System and Littoral Combat Ship, and the Coast Guard's National Security Cutter. Through Lockheed Martin's success in moving these systems to Open Architecture, newly developed and evolving technologies can be inserted and tested directly with these combat system components at the Center.

"In the simplest terms, the Technology Collaboration Center is an open door for innovation," said Orlando Carvalho, vice president and general manager of Lockheed Martin's Surface-Sea-Based Missile Defense line of business. "It is our 'greeting area' for businesses, science and technology agencies and academia which have technologies that will advance ongoing or planned development. Beyond the technical set up, the Center supports mentorship of third party developers and cost-effective capability validation."

With its continuous reach to innovative small businesses, and a clear path to partner and mentor those businesses, Lockheed Martin is poised to help the Navy retain its surface combatant capability edge over all threats.

For more information please contact:

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2007 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>