

# 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

Dear NDIA Delaware Valley Chapter Member,

I hope that you enjoyed our inaugural issue of the Delaware Valley Chapter Newsletter and found the contents useful. Your Chapter Board is looking forward to your comments and suggestions on how we can make your NDIA newsletter, and membership, more interesting and rewarding for you.

You may not know this but the Delaware Valley Chapter of NDIA is the largest in the country at 1069 members. We want very much to expand the participation by our membership in NDIA activities. To this end we are starting a series of membership events, the first of which is a luncheon meeting for members to be held on April 13<sup>th</sup> with The Honorable Joe Sestak, Congressman from Pennsylvania, as our keynote speaker. With his local origin and distinguished military service, the Congressman will undoubtedly have an interesting message for our members. Later in this issue you will see that we've provided more information covering this event, including a link for on-line registration.

You will note in the luncheon schedule that there will be an opportunity for networking both before and after the Congressman's speech. Your Board believes that opportunities for networking and enhancing business opportunities are some of the most valuable things your Chapter can provide to you. Seeking to expand those opportunities, I and others representing the

Chapter Board recently met with representatives of Select Greater Philadelphia and the Greater Philadelphia Chamber of Commerce to discuss how we could work together to coordinate our networking programs to the benefit of all members. You should see more about this initiative in the months ahead.

I hope to see you at the April 13<sup>th</sup> luncheon meeting at the Marvin Comisky Conference Center of Blank Rome, LLP, and I look forward to your suggestions and comments on all aspects of the doings of our chapter. Please send them to me at [dpeelpsdc@earthlink.net](mailto:dpeelpsdc@earthlink.net).

Sincerely,  
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>.

**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](mailto:Anthony.DeMarco@pricesystems.com)

**Chapter Calendar**

**April**

April 13, 2007

Luncheon

Comisky Conference Center

First Floor of One Logan Square

Philadelphia, PA

Featured Speaker: Congressman Joe Sestak

**August**

Date: TBD

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  
Congressman Joe Sestak**



**April 13, 2007**

**11:00am-1:30pm**

**Marvin Comisky Conference Center**

**One Logan Square**

**130 North 18th Street**

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

The Delaware Valley Chapter Luncheon

With Special Guest Speaker

Congressman Joe Sestak

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  
However space is limited and you must pre-register to attend**

**Register by March 20 to ensure your seat**

[http://www.pricystems.com/NDIA/webinar\\_registration.htm](http://www.pricystems.com/NDIA/webinar_registration.htm)

### Chapter Company Member Profile



**communications**  
**SPD Electrical Systems**

L-3 SPD Electrical Systems, located in Philadelphia, PA is the world's leading supplier of shock hardened circuit breakers and switchgear for harsh environments, providing innovative power protection for the world's most challenging applications.

In fact, for nearly a century, we've been the model of dependability in naval power protection systems, with a reputation for reliable performance established aboard U.S. Navy combat ships- perhaps the toughest environment anywhere. Dependability in these environments means the rugged and reliable L-3 Electrical Systems products have passed the test of time on virtually every ship and submarine in the U.S. Navy fleet.

Meanwhile, L-3 SPD Electrical Systems continues to develop robust solutions for next-generation electrical distribution systems. By modifying commercial circuit breakers, we help keep program costs within budgets. And by utilizing solid-state power technologies, we can increase reliability and "capitalize on" advances in automation, while reducing manpower needs. The ACB-2012 circuit breaker and Power Node Control Center® are examples of these distinctive developments.

And that means dependable performance and cost efficiency. With L-3 SPD Electrical Systems, it's a winning combination.

Headquartered in New York City, L-3 Communications is a leading provider of Intelligence, Surveillance and Reconnaissance (ISR) systems, secure communications systems, aircraft modernization, training, and government services. The company is a leading merchant supplier of a broad array of high technology products, including guidance and navigation, sensors, scanners, fuzes, data links, propulsion systems, simulators, avionics, electro optics, satellite communications, electri-

cal power equipment, encryption, signal intelligence, antennas and microwave components. L-3 also supports a variety of Homeland Security initiatives with products and services. Its customers include the Department of Defense, Department of Homeland Security, selected U.S. Government intelligence agencies and aerospace prime contractors.

To learn more about L-3 Communications, please visit the company's web site at [www.L-3Com.com](http://www.L-3Com.com).



Power Node Control Center® - A power electronic system using flexible module selection that provides enhanced survivability over legacy systems, all while increasing capabilities at lower cost.



ACB-2012 rated 450V, 2000A, a commercial breaker hardened to military standards and now fully qualified (QPL listed March 2006)

## Chapter Events

Our next Chapter luncheon features Congressman Joseph Sestak. Sestak was elected to represent the 7th Congressional District of Pennsylvania on November 7, 2006, defeating Curt Weldon by a 14-point margin. He sits on the House Armed Services Committee and is the highest-ranking military officer elected to the House to date. Sestak has vowed to the people in Delaware County that he will continue to represent the workers at Boeing's helicopter plant in Ridley Park, which produces the V-22 Osprey aircraft.

After graduating from Cardinal O'Hara High School, Joe Sestak entered the U.S. Naval Academy from his hometown of Springfield, Pa., and graduated with the class of 1974 with a Bachelor of Science degree. He left the naval service after almost 31 years in January 2006, after having reached the rank of Vice Admiral.

He served six sea tours with units of the Atlantic and Pacific Fleets during which he made seven deployments to Europe, the Persian Gulf and the western and South Pacific. He served in command of USS Samuel B. Roberts (FFG 58) named the best overall surface ship in the Atlantic Fleet in the Battenberg Cup selection, and as Commander, Destroyer Squadron Fourteen. He also served at sea as Commander, Cruiser Destroyer Group Two and George Washington Battle Group deploying to both the Arabian Gulf and the Mediterranean Sea. As the Battle Group Commander, he led an international coalition force of 30 U.S. and allied ships and 15,000 sailors, exercising command of combat operations in Afghanistan and Iraq as well as senior diplomatic engagements throughout Southwest Asia, Europe and Africa.

Between tours at sea, Sestak earned a master's degree in Public Administration and a Ph.D. in Political Economy and Government from Harvard University in Cambridge, Mass.

He served on the Joint Staff in the Force Structure Resources and Assessment Directorate where he prepared politico-military-economic analyses of national security/military strategy and policy for the Chairman, Joint

Chiefs of Staff, formulating assessments of future security environment and security policy. He also served on the staff of the Chief of Naval Operations as Head of the Strategy and Concepts Branch and Director of the Strategy and Policy Division responsible for developing the maritime element of national military/security strategy, policy and arms control.

Sestak was then the Director of the Navy Quadrennial Defense Review where he developed the strategic vision which guided the development of a comprehensive set of analytical studies that outlined the value of the nations economic investment in strategic warfare requirements. He then became the first Director of the Navy Operations Group (Deep Blue) following 9/11, where he formulated a comprehensive redefinition of strategic, operational and budgetary policies in the Global War on Terrorism.

Sestak was then appointed to the grade of Vice Admiral and served as Deputy Chief of Naval Operations for Warfare Requirements and Programs (N6/N7) where he directed the assessment, integration and budgetary programming of all naval warfare requirements for the Navy's Five Year Defense Plan of \$350 Billion.

Congressman Sestak is married to the former Susan L. Clark and they have a daughter, Alexandra.



[http://www.pricystems.com/NDIA/webinar\\_registration.htm](http://www.pricystems.com/NDIA/webinar_registration.htm)

## Small Business Insights

### RECENT SMALL BUSINESS INITIATIVES By Brian Gocial Blank Rome, LLP

The Small Business Administration (SBA) has recently issued a new rule that will require small businesses to recertify their status at specified times in order to close certain loopholes that have permitted agencies to continue to count procurements with companies that are no longer small towards their small business contracting goals.

The new rule, effective June 30, 2007, requires small businesses to recertify their size status before the sixth year of a contract and then before the exercise of every option year thereafter. The new rule also applies at the time of a merger or acquisition, requiring recertification of size status within 30 days of an approved novation, asset purchase, merger or acquisition becoming final. Competitors will have five days within receiving notice of a contract extension to challenge a contractor's size recertification.

Under current SBA regulations, a contractor must submit a written self-certification that it meets applicable qualifications as a small business as part of its initial offer in response to a solicitation. The certification determines whether a business is eligible for contracts that are set aside for 8(a) companies, Historically Underutilized Business Zone (HUBZone) companies, Small Disadvantaged Businesses (SDB), or Service-Disabled Veteran-Owned Small Business Concerns (SDVOSBC). The certification also determines whether federal agencies can use awards to meet their annual small business prime contracting goals.

Although the small business status of a company is determined at the time of the offer, under current regulations it remains effective throughout the life of the contract, even if the contractor eventually outgrows its status. The SBA estimates that 2,300 businesses will have outgrown their small business status next year when the new re-certification rules take effect, and an average of 250 businesses will outgrow their small business status in each subsequent year.

Under the new rule, if a small business loses its status during the performance period, agencies are prohibited from continuing to count these procurements towards their small business contracting goals. Purchasing agencies are not, however, required to terminate the contract. Some industry groups have objected to the rule on financial terms. Some believe that the rule could reduce the value of a small business company that is the object of a merger or acquisition. Acquiring companies will be uncertain whether they are getting their money's worth if contracts of the potential acquisition may be terminated. Short of contract termination, SBA's rule authorizes contracting officers to require companies that have outgrown their size status to submit an immediate sub-contracting plan.

Additionally, the new rule permits contracting officers to require small businesses to recertify more frequently than after five years. For example, contracting officers have the discretion to require a small business to recertify its size for any particular task order that is issued under a contract, although this authority is not mandatory.

Finally, there is also a possibility that Congressional small business committees may take an active interest in this area. Some Congressional staffs have argued that the recertification requirement should not be five years but should be done annually. NDIA will continue to monitor these proposed changes.

In other developments related to small business contracting, the Federal Acquisition Advisory Panel recently issued its draft report recommending the following changes to small business procurements:

- Contracting officers should be given discretion to use whatever small business preference programs they need to in order to meet the particular activity's socio-economic goals. This would allow agencies to expand opportunities for service-disabled veterans and HUB-ZONE companies since most agencies have not met their 3% goal requirements. For example, the Department of Veteran Affairs recently authorized contracting officers to set aside contracts for both service-disabled veterans' firms and veteran-owned businesses in order to expand opportunities for these firms.

· 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



Brian Gocial is an attorney at Blank Rome LLP, specializing in federal government contracting, housing authority law, election law, and litigation. Brian advises government contractor clients on issues related to:

- proposal preparation
- bid protests
- contract administration
- requests for equitable adjustments
- claims under the Contract Disputes Act
- drafting of subcontracts, joint venture and teaming agreements
- implementing ethical compliance programs
- suspension and debarment issues

Brian has represented government contractors before the Government Accountability Office, Federal District Courts, the Court of Federal Claims, Boards of Contract Appeals, the Small Business Administration Office of Hearing and Appeals and the Federal Aviation Administration Office of Dispute Resolution for Acquisition.

In addition to being a member of the board of the National Defense Industrial Association, Delaware Valley Chapter, Brian also serves as solicitor for the Montgomery County Democratic Committee in Norristown, Pennsylvania, and is a member of the Children of Jewish Holocaust Survivors based in Philadelphia. Brian lives in Elkins Park, PA with his wife, Monica, and four-year old son, Noah.

**2007 Chapter Board of Directors Directory****President**

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