ACCESS • INSIGHT • INFLUENCE
Our mission is to bring government and industry leaders together to build and strengthen relationships, increase knowledge sharing, and improve the way we conduct business together. Towards that end, our programs and initiatives focus on building better engagement models between the public and private sectors and facilitating substantive dialogues on the best ways to address our nation’s critical homeland security issues.
MESSAGES FROM OUR INCOMING CHAIRMAN AND PRESIDENT & CEO

Dear Fellow Council Members,

Thank you to the entire Council membership for making 2018 a successful and meaningful year for our organization. Your participation, involvement, and leadership in the Council’s programs and initiatives drive our efforts and remain the true force behind achieving our important mission.

Our 2018 activities were strategically designed to address the critical issues shaping the homeland security market and impacting our membership’s ability to bring effective and innovative solutions to our government partners. Towards that end, the Council’s Executive Programs and thought leadership initiatives throughout the year provided members unique opportunities to engage with and participate in productive discussions with key government officials from across the Homeland Security Enterprise.

Through your involvement in these activities, it is clear that the true value of the Council resides in our mission – to build and strengthen trusted and meaningful engagement models between industry and our government customers.

Together with your distinguished Board of Directors, I am honored to lead the Council in 2019 – our 15th anniversary – and build upon what we have all created and accomplished over the past 14 years. Our efforts in 2019 will focus on expanding our reach into the broader Homeland Security Enterprise; offering new and unique opportunities for you to take part in Council initiatives; and strengthening your relationships with your government counterparts. The Council is more than the sum of our parts, and we look forward to what we can accomplish this year together.

Sincerely,

John Saad
Partner, National Security Sector Leader, Guidehouse
Council Board Chairman, 2019

Dear Council Members,

The mission and raison d’être of the Council were validated in 2018. The launch of our four Strategic Campaigns focused our efforts on the issues driving the challenges and business opportunities in the Homeland Security Enterprise and highlighted the capabilities of our members to their government customers.

Members set in motion the Council’s Campaigns by defining the issue areas where we could make a difference, and enthusiastically participating in programs that sought to change behaviors and influence cultural shifts within the Enterprise through meaningful government-industry engagement initiatives. Our Executive Tours in 2018 were microcosms of these engagement opportunities, taking members to visit and meet with on-the-ground officials at FBI’s CJIS in Clarksburg, VA; CBP’s Port of Entry in Champlain, NY; and ICE operations in Burlington, VT. Other Council initiatives, including two Reverse Industry Days for USCIS and USCG contracting personnel and the release of our third annual 20/20 Project on the State of the Homeland Security Enterprise report, mirrored our members’ business priorities in the market and helped educate government decision-makers on industry’s important perspectives.

Combined with our Executive Briefings, Roundtables, and other programs, these initiatives confirmed that the Council’s renewed focus on providing our members with Access | Insight | Influence pays dividends.

As you peruse the highlights in this year’s Annual Report, know that our success is solely and fundamentally based on your active input and participation. We enter 2019 ever determined to maintain and build on the trust you have in the Council, and the trust we have instilled in our government partners throughout the HSE.

On behalf of your Council team – myself, Krista and Julia – we look forward to working with you all to make 2019 even more beneficial and valuable to our members!

Sincerely,

Marc Pearl
President & CEO, Homeland Security & Defense Business Council
Our members’ input and participation in our programs and initiatives are at the core of the Council’s work to address the critical issues impacting the Homeland Security Enterprise. 2018 marked a new level of member engagement, involving a range of executives and subject matter experts and providing unique opportunities for our members to take part in the Council’s mission.
EXECUTIVE PROGRAMS

Council members participated in more than a dozen Executive Briefings and Roundtables held throughout 2018 with leading government officials from across the Department of Homeland Security, the Federal Bureau of Investigation, and other critical Homeland Security Enterprise agencies. Guided by the Council’s Strategic Campaigns, the programs focused on the most important issues impacting the homeland security/homeland defense market to help members gain a better understanding of the priorities and needs of their government customers – with the ultimate goal of achieving greater mission success.

- Jack Wilmer – Senior Policy Advisor, Office of Science and Technology Policy, Executive Office of the President
- Dr. John Zangardi – Chief Information Officer, DHS
- James McDonnell – Acting Assistant Secretary, DHS Countering Weapons of Mass Destruction Office
- Dave Bottom – Chief Information Officer, Office of Intelligence and Analysis, DHS
- Richard McComb – Chief Security Officer, DHS
- Brock Long – Former Administrator, Federal Emergency Management Agency
- David Grauel – Program Manager, Office of Biometric Identity Management, National Protection and Programs Directorate, DHS
- Patricia Cogswell – Deputy Administrator, Transportation Security Administration
- John Wagner – Deputy Assistant Commissioner, Office of Field Operations, U.S. Customs and Border Protection
- Scott Bean – Assistant Director of Information Technology Infrastructure Division, FBI
- Ralph White – Managing Associate General Counsel for Procurement Law, U.S. Government Accountability Office
- John Fischer – Director, Technology Transfer and Scouting Program, Science and Technology Directorate, DHS
- Robert Kolasky – Director, National Risk Management Center, Cybersecurity and Infrastructure Security Agency, DHS
EXECUTIVE PROGRAMS

Dr. John Zangardi

John Wagner and Patricia Cogswell

Brock Long

Scott Bean

James McDonnell

Ralph White and Kenneth Patton

Jack Wilmer

David Grauel

More than 80 government and industry leaders gathered for the Council’s 2018 National Conversation, held in February at Deloitte’s Waterview Conference Center. The event marked the release of the Council’s third annual 20/20 Project on the State of the Homeland Security Enterprise report, part of a five-year initiative developed to assess challenges, identify best practices, and offer actionable recommendations for the Enterprise. The 2018 report focused on “The Business of Homeland Security: The Value of Engagement and Innovation” and was based on the insights and input of more than 200 industry executives and government officials from across the HSE – gathered though a series of focus groups, one-on-one interviews, and an online survey. It highlighted the value the Homeland Security Industrial Base brings to the mission and presented recommendations on how government and industry can achieve better alignment of innovative processes and tools to build a more effective and efficient HSE.

Building on the theme of the 20/20 Project report, the day’s program featured a series of conversations on the importance of meaningful government–industry engagement, as well as the technology and product capabilities industry can offer the HSE. Dr. Huban Gowadia, Deputy Administrator for the Transportation Security Administration; Vince DeLaurentis, Director of the DHS Joint Requirements Council; and Chip Fulghum, Deputy Under Secretary for Management at DHS spoke about the challenges of bringing innovative technologies, management, and acquisition processes to the Enterprise. The event opened with a panel of high-level former government officials that included Chris Cummiskey, former Acting Under Secretary for Management at DHS; David Haun, former Deputy Associate Director at the Office of Management and Budget; Joe Nimmich, former Deputy Administrator at the Federal Emergency Management Agency; and Cedric Sims, former Executive Director of the Office of Program Accountability & Management at DHS. The Council is deeply appreciative that Deloitte hosted the National Conversation Reception.
The Council’s Executive Tours continue to be one of our most distinctive and valuable programs, providing a unique opportunity for Council members to experience firsthand the operational challenges faced by our nation’s homeland security officials. The visits – held at critical locales across the country and in the D.C. region – give our members an important understanding of the challenges and needs of on-the-ground officials.

Fifty-two member company representatives took part in our two Executive Tours in 2018, traveling to Clarksburg, WV, and Burlington, VT.

FBI CRIMINAL JUSTICE INFORMATION SERVICES

Council members journeyed to Clarksburg, WV, for two days in June to tour the FBI’s Criminal Justice Information Services (CJIS), a high-tech hub that provides state-of-the-art tools, technologies, and services to law enforcement, national security, and the intelligence community. The visit featured an inside look at the division’s legacy programs and systems, including the National Crime Information Center, the National Data Exchange System, and the Law Enforcement Enterprise Portal, and a tour of CJIS’s Data Center. Members also participated in briefings and discussions with senior FBI officials on the FBI shared management governance process, security policy, and Next Generation Identification Program.

ICE | CBP | USCIS

Council members traveled to Burlington, VT, and Champlain, NY, in October to visit critical operational facilities run by ICE and CBP. The three-day program included briefings, discussions, and facility tours at the ICE ERO Law Enforcement Support Center; the Homeland Security Investigations’ Tip Line Operations and Bulk Cash Smuggling Center; and the ICE National Criminal Analysis & Targeting Center. Members also met with CBP officials and toured the Port of Entry in Champlain, getting a firsthand look at the passenger, commercial, and cargo processing operations at one of the busiest crossings on the U.S./Canada border. The final day of the program featured a special Reverse Industry Day with USCIS contracting personnel in Burlington.

“What I learned in 36 hours would have taken at least eight months in an office setting.

– Council Member Attendee
Thought Leadership Initiatives

The Council coordinates and leads a variety of thought leadership initiatives that provide opportunities for subject matter experts throughout our membership to engage with Homeland Security Enterprise federal agency and Congressional officials, often in small group settings. These dialogues allow both sectors to share their expertise on critical issues to inform processes and policies, address mission challenges, and strengthen the entire HSE. In line with these efforts, the Council developed and led two Reverse Industry Days (RIDs) for key DHS components in 2018:

- **U.S. Coast Guard Reverse Industry Day** – The Council coordinated the first-ever RID at USCG Headquarters in April. A dozen Council member representatives provided industry’s perspective on the pre-award process in panel discussions and a mock gate review role-play session before an audience of 100 acquisition and program staff.

- **USCIS Reverse Industry Day** – The Council put together a RID for USCIS contracting personnel based in Burlington, VT, in October as part of our Executive Tour. Presenters shared insights on how industry and government can work together more effectively throughout the acquisition process, and focused on market research, pre-RFP communications, and procurement challenges to acquiring innovation.

The Council also continued to play a major role in planning and supporting DHS-wide and GSA RIDs – securing Council member participation and providing expert advice on session content.

**ACCESS | INSIGHT | INFLUENCE IN ACTION**

**Spotlight on Strategic Campaign: Acquisition Reform**

The Council made tremendous progress this year in combining the three prongs of our mission – Access | Insight | Influence – to achieve successful outcomes for both industry and government. One example of these efforts revolved around the challenges surrounding contractor fitness.

- In the fall of 2017 at a Council Meet & Greet with a House Homeland Security Committee subcommittee chairman, a discussion about the problems associated with ‘on boarding’ arose and prompted the congressman to invite a small group of Council members to brief his staff.

- This meeting led to a February 2018 congressional hearing entitled *Doing Business with DHS: Industry Recommendations to Improve Contractor Employee Vetting*, which featured the testimonies of the Council President & CEO and one of our member companies, ArdentMC, and offered recommendations on contractor fitness reciprocity and the Personnel Security Department functions within DHS.

- The Council also engaged with DHS agency officials on the same topic – holding an Executive Briefing and a series of small group meetings with the Chief Security Officer and his team that allowed our member companies to share specific examples of their challenges with the fitness process and similar issues impacting the Homeland Security Industrial Base.

- Because of these activities, the Office of the Chief Security Officer and the Office of the Chief Procurement Officer agreed to host a series of DHS Personnel Security Acquisition Innovation Roundtable sessions with industry. The OCSO has now begun pilot projects to increase transparency of the status of adjudications to industry and to address several of the challenges raised by our members.

- Additionally, the House of Representatives passed legislation to consolidate and streamline contractor fitness requirements.
Strengthening the bonds of the Homeland Security Enterprise community – both between industry and government, as well as among industry peers – has always been and continues to be a top priority of the Council. Through the collective environment of the Council, members interact with their partners and customers to gain a better understanding of each sector’s perspectives to achieve greater mission success. In addition to our programs and initiatives, executives and subject matter experts from our member companies had the opportunity to network with their peers in industry and government at a variety of Council events throughout the year.

**Annual Members Meeting**

Our Annual Members Meeting in March was devoted to an important discussion on the Council’s Strategic Campaigns and areas of focus. In addition to hearing from DHS Under Secretary for Management and acting Deputy Secretary Claire Grady, who briefed attendees on her priorities in the HSE, members provided critical input on our programs, goals, and mission, helping guide the Council’s 2018 activities and ensuring we best meet our companies’ needs.

**Government-Industry Homeland Security Reception**

As part of a special Executive Briefing on ID verification and management in immigration and border security, the Council hosted a Government-Industry Homeland Security Reception for more than 75 Council members, DHS officials, and Capitol Hill staff at the Phoenix Park Hotel.

**Annual Dinner**

More than 100 Council members and our friends in government gathered at the Willard Hotel for our Annual Dinner in December. The year-end celebration featured the presentation of our Government-Industry Engagement Award to Executive Assistant Director of FBI's Science & Technology Branch, Christopher Piehota, who was recognized for his and the STB’s efforts to increase information sharing and promote collaboration between the public and private sectors. The Council also honored Homeland Security Committee Chairman Rep. Mike McCaul (TX), for his years of dedication and leadership.

The Council thanks our generous sponsors for their support of the event: ArdentMC • Aveshka, Inc. • E3/Sentinel • Grant Thornton LLP • Guidehouse • Oracle • Reed Tech • Schambach & Williams.
COUNCIL MEMBERS

The leading small, mid-tier, and large companies that provide homeland security solutions to our nation join the Council to assure that their collective perspectives and counsel are at the center of our programs and initiatives that address the issues impacting the Homeland Security Enterprise. Our members’ expertise and knowledge are the core of the Council’s work, and their active participation and thoughtful input are the foundation upon which the Council has built its distinguished reputation.

AAC
ACCENTURE FEDERAL SERVICES
ARDENTMC
ATTAIN
AVESHKA
BATTLELLE
BAYFIRST SOLUTIONS
CACI
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E3/SENTINEL
EAGLE RAY
ESGI
FLATTER & ASSOCIATES
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NORTHROP GRUMMAN
ORACLE
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PERSPECTA (DXC TECHNOLOGY / VENCORE)
REED TECH
REI SYSTEMS
SAIC (ENGILITY)
SCHAMBACH & WILLIAMS
SEVATEC
THE TAURI GROUP

Companies in () merged in 2018.
SENIOR ADVISORS

The Council’s Senior Advisors involve a group of former government officials and other leaders in the Homeland Security Enterprise who provide thought leadership guidance to our initiatives. We extend our sincere appreciation to David Chipman, Chris Cummiskey, Rajesh De, Brian E. Finch, Janet Hale, Andrew Maner, Rick Saunders, Dr. Gary Shiffman, and Dr. Cedric Sims for their dedication and contributions to the Council’s mission in 2018.

MARC PEARL
President & CEO

KRISTA SWEET
Director of Policy

JULIA TREANOR
Director of Membership Engagement

PAM POORE
Director of Finance

COUNCIL

BOARD OF DIRECTORS

The Council is privileged to be led by its volunteer Board of Directors, comprised of senior executives from our member companies. Elected by their peers, they manage and oversee our organization’s overarching policy, programs, and administration. Representing the perspective of the Council’s diverse membership, the Directors help set our priorities to ensure we stay true to our mission and deliver the highest value proposition to our members. The President & CEO is an ex-officio Director who works closely with the Board and runs the daily operations of the Council.

Marcus Collier, Chairman
Former Senior Vice President, Health and Civilian Solutions Division | General Dynamics Information Technology

Cos DiMaggio, Vice Chairman
Founder and Chief Executive Officer | The Tauri Group

Nathan Houser, Vice Chairman
Principal, Defense and National Security Sector Leader | Deloitte

Courtney Bromley
Vice President, Homeland Security and Law Enforcement | IBM

Robert Hahn
President, Government Solutions | Reed Tech

Girish Jindia
President & CEO | Aveshka

Mark Johnson
Senior Vice President for Public Sector | Oracle

Todd Morris
Managing Director, National Security | Attain

Ron Polito
National Managing Principal | Grant Thornton LLP

Scott Price
General Manager, National Security Group | Microsoft

Pat Schambach
Partner | Schambach & Williams Consulting

John Saad
Partner, National Security Sector Leader | Guidehouse

Marc Pearl, Ex Officio
President & CEO | Homeland Security & Defense Business Council

COUNCIL STAFF

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