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February 2004

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northern virginia technology council magazine

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After 5 1/2 years with NVTC, Tim Nurvala is leaving our organization in February to devote full time to his doctoral dissertation. As President of the NVTC Foundation, as coordinator of the NVTC Board of Directors, and as my former special assistant, Tim has been the glue that holds NVTC together. I have been privileged to work with Tim in a number of capacities since 1990 and I am finding it very difficult to contemplate a work day without him. When someone can finish your sentences for you, anticipate issues before they are even on your radar screen, and instinctively understand the interaction of personalities that make an organization flourish, it is hard to let go.

Tim has performed brilliantly at NVTC. He has raised \$2 million for our Foundation and created our Computer Clubhouse program that serves 800 children from low income areas at three Clubhouses in Northern Virginia. Tim has started the process to add three new clubhouses serving an additional 800 children by the end of this year and he is leaving us with plans to add six more facilities in the years to follow. Under Tim's direction, the NVTC Foundation also sponsors eight teams at the annual Botball Robotics Tournament, funds four computer engineering students through our Bannister Scholarship Fund at George Mason University, partners with the Make-A-Wish Foundation, and presents the NVTC Volunteer Services Award in partnership with Volunteer Fairfax. This would be a full time job for most individuals but Tim also is responsible for all of NVTC's Board of Directors' relations and for our relationships with a myriad of important private and public sector partners. And he has an extraordinary institutional memory, remembering with instant recall everything you will ever want to know about NVTC.

Tim simply cannot be replaced. Excellent people will take his place and our successes will continue. But we will always define commitment and spirit from the standard that Tim has set for us all. He is our own "best practice" and we are fortunate and proud to have been part of his team.

Bobbie Kilberg

MESSAGE FROM THE BOARD

Virginia's strong technology policy framework and vibrant, diverse technology community have elevated and distinguished the Commonwealth as a global technology center.

Other states and other countries see Virginia as a model that combines forward-looking policies with regulatory restraint in an environment that fosters entrepreneurship and innovation. The future will complement Virginia's information technology strengths with nanotechnology and biosciences, two sectors fast emerging as drivers

of economic growth and job creation. Leveraging Virginia's momentum to propel us forward is the goal of NVTC's 2004 Legislative Agenda.



First and foremost, the agenda recognizes that a failure to move forward quickly will leave Virginia behind. Our comparative advantages can erode as

other technology centers worldwide engage in focused, well-financed efforts to catch-up and to leapfrog what the technology industry has established here. Rather than rest on its technology laurels, Virginia must increase its capacity for innovation and reinvigorate its will to invest in the future, the two forces at the core of our economic advantage.

There are policy challenges to be met, including suggestions that protectionist policies or subsidies of past economic drivers are better solutions than attracting, growing and building innovative new industries fed by a Virginia-grown workforce that will outperform any other in the world. NVTC suggests, instead, pragmatic, effective technology policymaking that includes initiatives in science and technology education,

workforce development, Internet governance and e-government, promotion of entrepreneurship, quality-of-life enhancements, tax policy and economic development.

Virginia's continued competitiveness and viability in an increasingly global marketplace depends on our ability to grow and diversify our economic base by helping new industries, new products and new services emerge. Following such a course suggests, for example, that Virginia distinguish itself from states that would impose a new tax collection burden and obligation on their Internet-based businesses in a short-term effort to fill holes in their budgets. Virginia, instead, can strive to create and sustain a burden-free zone for any business wishing to grow its market share and customer base through e-commerce. Such a course also requires that Virginia entrepreneurs and the Commonwealth's universities seize opportunities together to commercialize intellectual property here.

NVTC and its member companies look forward to working with the Governor and the General Assembly to keep the Commonwealth of Virginia the preferred location for technology business. ■

A handwritten signature in black ink that reads "Sudhakar Shenoy". The signature is fluid and cursive.

Sudhakar Shenoy
Chairman, NVTC
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BITS + BYTES

Dimensions International, Inc.

(DI), a leading information technology company supporting the nation's top corporations and government agencies, announced its award of a contract to provide technical support to the Ministry of Defense for the Republic of Latvia. Latvia is one of the Baltic States that won its freedom from the Soviet Union in 1991 and, in 2002, received invitations to join NATO and the European Union. Earlier this year, the U.S. Department of State granted DI approval to work directly with foreign governments, including Latvia and other NATO coalition countries. DI is helping the Latvia Ministry of Defense in the following areas: restructuring and modernization of its existing military force structure to meet NATO and their National security requirements; development of a comprehensive logistic support system capable of inter-operating with NATO doctrine and operational requirements; design and development of secure communications facilities and operational systems for handling classified voice and data traffic; and, design and development of a coastal surveillance system to meet its national security, NATO and EU requirements. www.dimensionsinternational.com. ■ **Legislative Demographic Services, Inc. (LDS)**, a public affairs communications and technology company, announced the release of ARENA(TM), an innovative Web-based public affairs application suite that offers an integrated approach to enabling mainstream public affairs functions. ARENA(TM) seamlessly integrates key components for managing effective public affairs programs and grassroots campaigns: legislative district matching & contact data; on-line advocacy and communications; public affairs database; and, web publishing. The ARENA(TM) Web portal feature goes beyond most currently available tools by making it easy for public affairs managers to publish Web pages that contain their customized message and design. Other significant ARENA(TM) features include: multiple account (database) management; customizable look and feel; Boolean query; legislative and media contacts; blast e-mail and blast fax; Tell-a-Friend; dynamic reporting; and an innovative Customer Care program to meet customers' public affairs and technical support needs. www.lids-inc.com.

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Mission

The Northern Virginia Technology Council is the membership association for the technology community in Northern Virginia. NVTC has more than 1300 member companies representing over 170,000 employees. Our membership includes companies from all sectors of the technology industry including information technology, software, Internet, ISPs, telecommunications, biotechnology, bioinformatics, aerospace and nanotechnology, as well as the service providers that support these companies. NVTC provides its members with: (1) over 110 networking and educational events per year; (2) comprehensive member benefit services; (3) promotion of Northern Virginia as a global technology center; (4) public policy advocacy on a broad range of technology issues at the state and regional levels, with involvement in federal issues as they relate to workforce and education concerns; and (5) community service opportunities through active involvement in community projects and philanthropy through the NVTC Foundation.

The Voice of Technology is published ten times per year by the Northern Virginia Technology Council. It is the official magazine of NVTC. ©Copyright 2003 by NVTC. All rights reserved. No part of this publication may be reproduced in part or whole without the express written consent of NVTC. For reprint information, contact *The Voice of Technology*, 2214 Rock Hill Road, Suite 300, Herndon, VA 20170 fax: (703) 904-8008. With the help of the Columbia Lighthouse for the Blind, the Voice of Technology is now available in Braille. The Voice of Technology publishes articles authored by industry professionals. The opinions and/or positions expressed in these articles are not necessarily those of NVTC. NVTC encourages its members to submit story ideas and comments to: experts@nvtc.org.

BITS + BYTES

Marsh USA, a risk management solutions provider, has received a contract on the GSA's Management, Organization, and Business Improvement Services Schedule (MOBIS). The GSA Schedule is the preferred vehicle for government buyers; product and service providers who have contracts on the GSA Schedule are more likely to be selected by government purchasing agents. www.marshusa.com. **Aronson & Company** was hired by Marsh to develop bid strategy, prepare proposals, and negotiate the resultant GSA Schedule contract. The firm provides a one-stop solution for GSA Schedule contract seekers, including turnkey services to assist companies in the process of identifying, obtaining and maintaining a GSA Schedule contract that is best suited to achieve their goals. www.aronsoncompany.com. ■ **OPTIMUS Corporation**, a leader in public safety technology, announced that it has been awarded a BITS II contract with the Federal Aviation Administration (FAA) Office of Research and Acquisitions to provide a centralized local area network (LAN) and help-desk support for numerous FAA organizations. OPTIMUS will provide desktop user support, LAN server support, LAN infrastructure support, call center support, configuration management, IT inventory, and asset management and training for the FAA. The FAA customer base and sites to be supported are located at three office buildings in downtown Washington, D.C. The Broad Information Technology Services II (BITS II) contract vehicle is a multi-year, multiple award follow-on to the original BITS contract. BITS II is designed to foster opportunities for the best Small and Small Disadvantaged IT companies. www.optimuscorp.com. ■ **WebSurveyor Corporation**, a provider of do-it-yourself online survey solutions, announced that NASDAQ, the world's largest electronic stock market, has selected WebSurveyor's online survey solutions for its employee and customer feedback regarding training programs and other corporate initiatives. Prior to WebSurveyor, NASDAQ used external research firms on all projects to query its customers and employees. NASDAQ joins the growing list of customers that use WebSurveyor's do-it-yourself online survey solutions to make informed business decisions. WebSurveyor has more than 2,400 customers worldwide, including Fortune 500 companies such as HP, IBM, and Northrop Grumman. WebSurveyor also announced the launch of the WebSurveyor Academic Grant Program. Available immediately for all U.S. and international educational institutions, the program grants recipients a one-year product license for teaching and research, which includes software, updates, and support. The commercial value of the software provided is \$250,000. The WebSurveyor Academic Grant Program is a one-year software grant program for use by academic institutions with a marketing, market research, general business, hotel management, computer science, or social science curriculum. Grant recipients will receive computer software and support materials applicable for collegiate level instruction and practical use of online surveys. Instructors at universities, colleges, community colleges and business and trade schools are eligible to apply. WebSurveyor will continue to offer a preferred discount program for educational institutions that want to use the software for business use. www.websurveyor.com. ■



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NVTC's 2004 Legislative Agenda

Virginia's sustained economic vitality is reliant on a continued commitment to building and maintaining a sophisticated and stable technology infrastructure.

Key to this objective is cultivating a dynamic and strong technology industry, promoting the development of innovative products and services, and growing Virginia's workforce to meet the challenges presented by today's knowledge economy.

The 2004 General Assembly session will present many complicated and difficult public policy decisions, providing Virginia's policymakers with a clear opportunity to continue moving Virginia forward.

Through innovative policymaking we can demonstrate Virginia's dedication to progress and enhance our status as a proactive and forward-thinking model for states across the country.

NVTC urges Virginia's policymakers to adopt the following initiatives and policies during the 2004 General Assembly Session.

Objective 1: Utilize technology in the provision of government services, internal government operations, and the procurement process to the greatest extent possible to enhance efficiency, productivity, convenience and effectiveness; and to protect Virginia's public and private technology infrastructure.

- ◆ Continue efforts to elevate Virginia as a global leader in the use of technology in government by supporting the Virginia Information Technology Investment Board and the Virginia Information Technologies Agency (VITA) as they work to improve the efficiency and effectiveness of Virginia's state government IT infrastructure, streamline procurement of IT goods and services from the private sector and more closely integrate IT to improve the delivery of Web services for business and citizens.
- ◆ Resist adopting protectionist legislation that would unilaterally impose blanket policies on state procurement officials restricting their ability to procure goods and services from companies who utilize offshore outsourcing.
- ◆ Leverage the federal GSA schedule where appropriate to streamline and facilitate procurement by the Commonwealth of Virginia.
- ◆ Invest in e-government initiatives that incorporate information technologies and enabling procedures into all government agencies to expand the delivery of core government services remotely and electronically.

- ◆ Encourage the widespread availability and appropriate use of electronic signatures and secure electronic identities, and ensure the authentication and security of information shared between the private and public sectors when transmitted and when stored.
- ◆ Acquire the latest available technologies for Virginia's public safety and security priorities and enhance information sharing between the government and the private sector.

Objective Two: Foster Virginia's technology economy by adopting a policy framework, tax system and economic development regime that promotes entrepreneurship and focuses on encouraging businesses that offer the high-wage, high-skill jobs that characterize the technology-driven economy.

- ◆ Oppose Virginia's adoption of the Streamlined Sales Tax Project Agreement, a potential barrier to further growth in Internet commerce, until Virginia examines in detail how the SSTP framework might: 1. Impose new compliance costs on Virginia businesses, 2. Change revenues for Virginia and its localities, 3. Limit state responsibilities with federal mandates and 4. Affect the competitiveness of Virginia companies in the global market.
- ◆ Eliminate the "true object test" imposed by Virginia's Department of Taxation, which places Virginia businesses at a disadvantage in winning and performing federal contracts on bundled government contracts for products and services.

- ◆ Strengthen and enhance the role of Virginia's Secretary of Technology in ensuring that Virginia continues to grow and compete as a global technology center.
- ◆ Facilitate cooperation between Maryland and Virginia in studying, planning and constructing a Techway Bridge to connect the technology centers of Virginia and Maryland; and build and leverage Intelligent Transportation Systems and other technologies to reduce traffic congestion and improve safety.
- ◆ Maintain Virginia's moratorium on Internet-access taxes, remove state and local regulatory, taxation and public policy barriers to promoting more rapid deployment of broadband technologies, and leverage the Commonwealth as a catalyst for broadband deployment by advancing telework opportunities for state government employees, distance learning initiatives and expanded remote services in e-government.
- ◆ Implement a strategic plan to grow the biotechnology industry in Virginia and begin adopting the recommendations suggested by the Governor's Advisory Board for The Virginia Biotechnology Initiative.

CONTINUED ON PAGE 10.

- ◆ Continue to strengthen Virginia's criminal, civil and consumer protection laws, as suggested by the Attorney General's Identity Theft Task Force, so those who steal or misuse personal identifying information and/or entire identities for illegal purposes will face strict criminal and civil consequences.
- ◆ Deter identity theft by reducing state agencies' reliance on Social Security numbers for purposes of identification.
- ◆ Continue Virginia's leadership in enacting innovative policies and commercial laws that support the growth of e-commerce, including continuing modernization of the historic Uniform Computer Information Transactions Act (UCITA) and continued strengthening of Virginia's anti-spam laws.
- ◆ Maintain the funding level and integrity of the Governor's Opportunity Fund; keep "highest return on investment" as the criterion for all economic development assistance; ensure Virginia's place in the global economy by continuing an outward export and inward international investment strategy; and lower the employment and investment thresholds of state economic development programs to attract more jobs in technology and biotechnology across the Commonwealth.

Objective Three: Invest in Virginia public schools, colleges and universities to boost the technology workforce across Virginia, to educate students at every level in technology, and to enhance Virginia's capacity for innovation, research, development and commercialization of intellectual properties.

- ◆ Provide Virginia's K-12 public schools with resources to bring new technologies and advanced teacher training in science, mathematics and technology to every school in the Commonwealth.
- ◆ Ensure that George Mason University, the Northern Virginia Community College and Virginia's other institutions of higher education have the resources necessary to provide a highly skilled technology workforce.
- ◆ Adopt the recommendations of the Governor's Virginia Research Technology Advisory Commission to expand Virginia's capacity for research to better attract federal and private research funding, including the creation of an "Invest Virginia" program to mobilize investments in Virginia-based venture capital funds and a revamping of Virginia's angel investor tax credit program in favor of a tax deduction for qualified investments in eligible venture capital or other state-approved funds.
- ◆ Fund the mission of Virginia's Center for Innovative Technology and reverse the phase-out funding language of last year, which has proven unworkable.
- ◆ Continue efforts to consolidate Virginia's fragmented and redundant workforce development initiatives into a coordinated, seamless system with clear direction to provide

Virginia's transitioning workforce with the knowledge, training and skills needed to fill technology jobs statewide.

- ◆ Continue to promote Virginia's Institute for Defense and Homeland Security, the consortium of university, industry and federal research and development partners building a national center of excellence for demonstration and transition of science and technology solutions to meet national defense and homeland security needs and to accelerate the next generation of technology and technology companies in Virginia.
- ◆ Maintain appropriations to and expand the scope of the Commonwealth Technology Research Fund (CTRF) to encourage greater research, development and commercial partnerships.
- ◆ Develop additional incentives to increase the commercialization of new knowledge and intellectual property within the state.
- ◆ Ensure that Virginia's universities have the space, faculty expertise, graduate research talent, and cutting-edge equipment necessary to stay competitive in winning scarce and valuable research grants. ■

For more information on these and other NVTC legislative priorities, and to keep up on the latest legislative news affecting the technology industry, visit www.nvtc.org

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NVTC TechPAC's First Year

The launch of NVTC TechPAC, NVTC's state-level Political Action Committee, marks the next stage of growth and development for NVTC's policy advocacy efforts and re-solidifies our commitment to bolstering Virginia's technology policy framework and ensuring Virginia lives up to its potential as a world technology leader.

During its inaugural year, NVTC TechPAC served to inform policymakers and candidates for public office in Virginia about the importance of building a broad technology-driven future for our companies, employees and citizens. NVTC TechPAC also supported those candidates across Virginia who were either proven technology champions or informed challengers showing a willingness to embrace change and the knowledge economy technology companies are building throughout the Commonwealth.

Our goal is to build on our achievements of this past year as we continue to grow NVTC TechPAC into a major resource for candidates for public office in Virginia. Building a sound technology policy framework is critical to every region of Virginia, and we look forward to lending our efforts towards electing candidates throughout the Commonwealth who will be good decisionmakers moving forward.



John Backus
Chairman, NVTC TechPAC
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The NVTC Government Affairs Committee

by William B. Baker, Wiley Rein & Fielding LLP; Chairman, NVTC Government Affairs Committee

A major impetus for forming the Northern Virginia Technology Council over a decade ago was the desire to create a powerful voice for the technology industry before lawmakers in Richmond. For years NVTC has forged strong ties with key state legislators, and today NVTC stands proudly as the leading advocate for technology and technology policy in Virginia. Last year's debut of the NVTC TechPAC has only strengthened our connections with technology champions in the state legislature. NVTC has also distinguished itself as an informed resource for our federal policymakers as they work on related technology policy issues.

NVTC addresses legislative issues through its Government Affairs Committee. The committee works through NVTC's Vice President for Policy, Josh Levi, and its principal lobbyist, Doug Koelemy of Qorvis Communications. All NVTC members are welcome to participate in the activities of the committee, and we encourage your suggestions and involvement. The committee meets throughout the year to stay abreast of policy and legal issues, and holds regular conference calls during the General Assembly session to update members on developments.

While NVTC's staff, lobbyists, and reputation serve our members well in Richmond, an important role remains for you, the member. NVTC is most successful when you participate in developing our legislative initiatives, talk about tech issues with legislators, and participate – and, most importantly *vote* – in elections. NVTC's legislative efforts are only as strong as our membership, and we hope you will be involved in the upcoming year.

To learn more about NVTC's Government Affairs Committee and how you can get involved, please contact Josh Levi, NVTC's Vice President for Policy, at 703.904.7878 ext. 214 or jlevi@nvtc.org. ■

William B. Baker is a Partner at Wiley Rein & Fielding LLP, a nationally recognized law firm with offices in Washington, D.C., and Tysons Corner, Virginia. www.wrf.com.

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NVTC TechPAC Kicks off Second Year with Holiday Reception at Maggiano's Little Italy

John Backus, Managing Partner of Draper Atlantic and chairman of NVTC TechPAC, welcomed an impressive crowd of technology executives and public officials on November 29, 2003, for the Second Annual TechPAC Holiday Reception.

In reviewing the results of NVTC TechPAC's first, and very successful, year, Mr. Backus outlined accomplishments, including over \$100,000 in funds raised from generous donations of members, allowing for statewide credibility, recognition, and visibility.

Because of TechPAC's substantial size, NVTC was able to reach out to candidates across Virginia who are either proven technology champions or informed challengers showing a willingness to embrace change and the knowledge-economy technology companies are building throughout the Commonwealth.

In 2003, TechPAC worked to inform policymakers and candidates for public office in Virginia about the importance of building a broad technology-driven future for our companies, employees and for all of Virginia's citizens. TechPAC also spent time actively interviewing and evaluating candidates for Virginia's General Assembly.

During the reception, Backus reported that NVTC TechPAC contributions accounted for more than \$40,000 to a total of 55 candidates in priority races from Northern Virginia and other regions of the state, and from both the Republican and Democratic parties. TechPAC supported incumbents and challengers alike.

"We believe TechPAC's campaign contributions positively impacted the ability of good, qualified candidates to communicate their message – and our message – to Virginia's voters during the months leading up to the November 4 elections," said Backus. ■



NVTC Government Affairs Committee Bill Baker, Wiley, Rein and Fielding; Delegate Steve Shannon (Vienna); NVTC Board Member Jim Leto, Robbins-Gioia; John Edwards, The Telework Network.



Senator Todd Fuller (Mount Vernon); Bonnie Christ, AboutWeb; Delegate Adam Ebbin (Arlington); Delegate Kris Amundson (Mount Vernon)



Delegate Joe T. May (Leesburg); Delegate Jeff Frederick (Woodbridge); Salvatore Gioia, Robbins-Gioia, Inc.



TechPAC Trustee Caren DeWitt Merrick, webMethods Foundation; NVTC President Bobbie Kilberg; NVTC VP for Policy Josh Levi; Delegate Tom Rust (Herndon).



NVTC Board Member and TechPAC Trustee Duffy Muzan, Solution Worx; Delegate Rob Brink (Arlington).



Steve Del Bianco, Association for Competitive Technology; Senator Jay O'Brien (Fairfax Station); Jim Highland, Piper Rudnick.



NVTC President Bobbie Kilberg; Assistant to the Governor for Commonwealth Preparedness John A. Hager; NVTC Board Member Donna Morea, AMS.



NVTC VP for Policy Josh Levi; NVTC Lobbyist Doug Koelenay, Qorvis Communications; Delegate Mark Nickles (Franconia); Government Affairs Committee Chair Bill Baker, Wiley, Rein and Fielding; Susanne Cragon, CRAGON Communications.



Fran Valluzzo, MCI; Senator Jenannemarie Devnites (Fairfax); NVTC Board Member Jim Leto, Robbins-Gioia.

Thank you to NVTC's 2004 Legislative Sponsors:



Susan Liberty, McGuire Woods; NVTC Lobbyist Doug Koelmay, Qorvis Communications; Virginia Deputy Secretary of Technology Eugene Huang.

Advocate:



Assistant to the Governor for Commonwealth Preparedness John A. Hager; Constance McGeorge, Virginia Office of Commonwealth Preparedness; NVTC Board Member C. Michael Ferraro, Training Solutions, Inc.; Susan Baker, NVTC's VP for Workforce Development.

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NVTC Lobbyist Doug Koelmay, Qorvis Communications; Delegate Tim Hugo (Centreville); TechPAC Chairman John Backus, Draper Atlantic.



NVTC Vice Chairman and TechPAC Trustee Dendy Young, GTSI; TechPAC Trustee Caren DeWitt Merrick, webMethods Foundation; Delegate Joe T. May (Leesburg); Dave Cavan, AMS.



NVTC Lobbyist Doug Koelmay, Qorvis Communications; Delegate Tom Rust (Herndon).



NVTC CALENDAR OF EVENTS

Northern Virginia's Premier Events for the Technology Community

FEBRUARY

February 3 **Business Development, Marketing & Sales Workshop**

7:30 am Registration
8:00 - 11:30 am Workshop
University of Phoenix, 11730 Plaza America Dr., Ste 200, Reston, VA
\$65 Members / \$99 Non-Members
Platinum Sponsors: Gibbs College; Qorvis Communications, LLC.
Gold Sponsor: Carter Cosgrove + Company. **Exhibit Sponsor:** Joan Carol Design & Exhibit Group. **Location Sponsor:** University of Phoenix.
Presented by NVTC's Business Development, Marketing & Sales Committee.

February 4 **Business to Government (B2G) Procurement Series**

7:30 am Registration
8:00 - 9:30 am Program
The Ritz-Carlton, 1700 Tysons Blvd. McLean, VA
Platinum Sponsors: Dickstein Shapiro Morin & Oshinsky LLP; INPUT; ObjectVideo. **Gold Sponsors:** GTSI; Morrison & Foerster LLP; Trammell Crow Company. **Silver Sponsors:** Operational Research Consultants, Inc.; Panacea Consulting, Inc.; Venable LLP; Vistrionix.
Presented by NVTC's Business to Government Committee.

February 5 **Meet the Capital Players**

7:30 am Registration
8:00 - 9:30 am Program
Pillsbury Winthrop Conference Room, 1600 Tysons Blvd. McLean, VA
No Charge for Members / \$35 Non-Members
Platinum Sponsors: Comerica Bank, Technology & Life Sciences Division; Ernst & Young; Piper Rudnick LLP; Wilson Sonsini Goodrich & Rosati.
Presented by NVTC's Capital Formation Committee.

February 10 **eBusiness Morning Forum**

7:30 am Registration
8:00 - 9:30 am Program
SAIC Conference Center, 1710 SAIC Dr. McLean, VA
No Charge for Members / \$35 Non-Members
Platinum Sponsor: SAIC. **Gold Sponsor:** Radware, Inc.
Presented by NVTC's eBusiness Committee.

February 12 **Coffee & DoughNets**

7:30 am Registration
8:00 - 9:30 am Program
Virginia's Center for Innovative Technology
2214 Rock Hill Rd., Herndon, VA
No Charge
Platinum Sponsors: Fish & Richardson; Scheer Partners.
Silver Sponsors: e-cerv; FedLeads.
Presented by NVTC's Entrepreneur Committee.

February 17 **Emerging Business Network**

7:30 am Registration
8:00 - 9:30 am Program
Grant Thornton, 2070 Chain Bridge Rd.
Conference Center Lower Level, Vienna, VA
No Charge for Members / \$35 Non-Members
Gold Sponsors: The British Midlands; KPMG LLP.
Location Sponsor: Grant Thornton.
Presented by NVTC's Emerging Business Network Committee.

February 19 **CFO Series**

7:30 am Registration
8:00 - 9:30 am Program
The Ritz-Carlton, 1700 Tysons Blvd. McLean, VA
\$35 Members / \$70 Non-Members
Platinum Sponsors: Ernst & Young; ShawPittman LLP. **Gold Sponsors:** Comerica Bank, Technology & Life Sciences Division; Marsh Inc. **Silver Sponsors:** Equis Corporation; Spaulding & Slye Colliers. **In-kind Sponsor:** Bowne of DC.
Presented by NVTC's CFO Series Committee.

February 24 **International Committee Forum**

7:30 am Registration
8:00 - 9:30 am Program
Pillsbury Winthrop Conference Room, 1600 Tysons Blvd. McLean, VA
No Charge for Members / \$35 Non-Members
Platinum Sponsors: Morrison & Foerster LLP; Welsh Development Agency. **Gold Sponsors:** Baker & McKenzie; The British Midlands; Globalization Partners International; Howrey Simon Arnold & White, LLP.
Presented by NVTC's International Committee.

NVTC CALENDAR OF EVENTS

Northern Virginia's Premier Events for the Technology Community

MARCH

March 3

Aerospace

7:30 am Registration
8:00 - 9:30 am Program
Microsoft IT Center, 12012 Sunset Hills Dr., Reston, VA
\$35 Members / \$70 Non-Members
Platinum Sponsor: Wiley Rein & Fielding LLP.
Presented by NVTC's Aerospace Committee.

March 4

Meet the Capital Players

7:30 am Registration
8:00 - 9:30 am Program
Pillsbury Winthrop Conference Room, 1600 Tysons Blvd. McLean, VA
No Charge for Members / \$35 Non-Members
Platinum Sponsors: Comerica Bank, Technology & Life Sciences Division; Ernst & Young; Piper Rudnick LLP; Wilson Sonsini Goodrich & Rosati.
Presented by NVTC's Capital Formation Committee.

March 5

IT & Telecommunications

7:30 am Registration
8:00 - 9:30 am Program
The Ritz-Carlton, 1700 Tysons Blvd. McLean, VA
\$35 Members / \$70 Non-Members
Platinum Sponsors: Gardner Carton & Douglas LLP; Kenyon & Kenyon. Gold Sponsor: Morrison & Foerster LLP. Silver Sponsors: Alston & Bird LLP; Cox Communications; GrayCary; PricewaterhouseCoopers LLP; Wiley Rein & Fielding LLP. Bronze Sponsor: Siemens Information and Communication Networks, Inc.
Presented by NVTC's IT & Telecommunications Committee.

March 9

eBusiness Morning Forum

7:30 am Registration
8:00 - 9:30 am Program
SAIC Conference Center, 1710 SAIC Dr. McLean, VA
No Charge for Members / \$35 Non-Members
Platinum Sponsor: SAIC.
Gold Sponsor: Radware, Inc.
Presented by NVTC's eBusiness Committee.

March 12

Business Development, Marketing & Sales Forum

7:45 am Registration
8:00 - 9:30 am Program
Deloitte, 1750 Tysons Blvd. McLean, VA
No Charge for Members / \$35 Non-Members
Platinum Sponsors: Gibbs College; Qorvis Communications, LLC.
Gold Sponsor: Carter Cosgrove + Company. Exhibit Sponsor: Joan Carol Design & Exhibit Group.
Presented by NVTC's Business Development, Marketing & Sales Committee.

March 12

Sixth Annual Groundhog Job Shadow Day

Approximately 150 volunteers from companies of every size are needed in a myriad of career fields (accounting/finance/HR/etc.) but especially in the following areas: network engineering, web/graphic design, multimedia, security, PC support/Help Desk, Cisco, Oracle.
9:30 am - 2:30 pm Shadow Time
Location: Your Office
No Charge for Volunteers
Registration deadline for volunteers: February 20
Exclusive Sponsor: Johns Hopkins University HEADSUP Program
Presented by NVTC's Workforce Committee

March 16

Emerging Business Network

7:30 am Registration
8:00 - 9:30 am Program
Grant Thornton, 2070 Chain Bridge Rd.
Conference Center Lower Level, Vienna, VA
No Charge for Members / \$35 Non-Members
Gold Sponsors: The British Midlands; KPMG LLP.
Location Sponsor: Grant Thornton.
Presented by NVTC's Emerging Business Network Committee.

REGISTER AT:

www.nvtc.org
hosted by PatriotNet

CONTINUED ON PAGE 18.

NVTC CALENDAR OF EVENTS

Northern Virginia's Premier Events for the Technology Community

Calendar of Events, continued.

March 17 **Titans of Technology Breakfast**

Featuring Dr. Irwin Jacobs, Chairman & CEO, Qualcomm Communications

7:00 am Registration and Networking

8:00 - 9:15 am Program

Hilton McLean, 7920 Jones Branch Dr. McLean, VA

\$40 Members / \$80 Non-Members

Gold Signature Sponsor: Latham & Watkins

Platinum Sponsors: The British Midlands, Computer Associates; Houlihan Lokey Howard & Zukin; Welsh Development Agency. **Gold Sponsors:** Cox Communications, Finnegan, Henderson, Farabow, Garrett & Dunner, LLP; Hampton Roads Economic Development Alliance; Latham & Watkins; Metrocall Wireless; Morrison & Foerster LLP; Siemens Information and Communication Networks, Inc.; Wachovia Corporation; Williams Mullen. **Silver Sponsors:** CB Richard Ellis; Joan Carol Design & Exhibit Group; RCM&D.

Presented by NVTC's Programs Committee.

March 23 **Security-Cleared Workforce: Strategies for Managing the Shortage**

Join the NVTC Workforce Committee for this informative program on the current state and strategies that can help you manage the shortage of workers and the long clearance lead times.

7:30 am Registration

8:00 - 9:30 am Program

Microsoft IT Center, 12012 Sunset Hills Road, Reston, VA

\$35 Members / \$70 Non-Members

Presented by NVTC's Workforce Committee.

March 25 **Human Genome Party**

5:30 pm Registration

6:00 - 8:00 pm Networking Reception

The Ronald Reagan Building - International Trade Center - Rotunda
1300 Pennsylvania Avenue, NW, Washington DC

Platinum BioMedTech Sponsors: Fish & Richardson; Grubb & Ellis Company; Hale and Dorr LLP; Kenyon & Kenyon. **Platinum**

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Development Agency. **Gold BioMedTech Sponsor:** Scheer Partners.

Gold International Sponsors: Baker & McKenzie; The British Midlands; Globalization Partners International; Howrey Simon Arnold & White, LLP.

Presented by NVTC's BioMedTech and International committees.

March 30 **International Committee Forum**

7:30 am Registration

8:00 - 9:30 am Program

Pillsbury Winthrop Conference Room, 1600 Tysons Blvd. McLean, VA

No Charge for Members / \$35 Non-Members

Platinum Sponsors: Morrison & Foerster LLP; Welsh Development Agency. **Gold Sponsors:** Baker & McKenzie; The British Midlands; Globalization Partners International; Howrey Simon Arnold & White, LLP.

Presented by NVTC's International Committee.

March 31 **Executive Forum**

7:00 am Registration

7:45 - 9:30 am Program

The Tower Club, 8000 Towers Crescent Dr. Ste 1700, Vienna, VA

\$35 Members / \$70 Non-Members

Platinum Sponsor: McGuireWoods LLP. **Gold Sponsors:**

PricewaterhouseCoopers LLP; SalesTraction, Inc. **Silver Sponsors:** Hampton Roads Economic Development Alliance; Howrey Simon Arnold & White, LLP; Kenyon & Kenyon; LeapFrog Solutions, Inc.; Pillsbury Winthrop LLP.

Presented by NVTC's Executive Forum Committee.

March 31 **eBusiness Technical Forum**

6:00 pm Registration

6:30 - 9:00 pm Program

Location: TBD

No Charge for Members / \$35 Non-Members

Presented by NVTC's eBusiness Committee.

REGISTER AT:

www.nvtc.org
hosted by PatriotNet



First Titans of Technology Breakfast of 2004 a Smashing Success

500 Rise Bright and Early for Sanjay Kumar's Words of Wisdom

NVTC rang in the new year with the first in the 2004 Titans of Technology Breakfast Series, continuing the same enthusiasm and participation as were enjoyed for the series in 2003. On January 14th, Computer Associate's Sanjay Kumar reported on and analyzed the state of the technology industry for the very large gathering of NVTC members and guests as they sat down to a full American breakfast at the Hilton McLean.

Kumar, President and CEO of Computer Associates, spoke of the signs of recovery that were evident in 2003 and of the Bush Administration's initiatives, as well as Capitol Hill's role, in generating continued growth and recovery for the sector. Because of spending by the administration on security and e-government, and legislation focusing on spam, homeland security, and e-government, he predicted growth would spur the industry into continued recovery in 2004. "You've seen the tip of the iceberg. There's much more to come, especially for the Washington Metropolitan Region," said Kumar.

Also of note was Kumar's discussion regarding changing consumer demand. In the past, customer technology investments were made


based upon a desire to keep up with the latest and "buying technology for the sake of buying it." In the current economy he reported that customers are more careful when investing in technology and will take the time to choose what's in their company's best interest financially and economically. ■




Sanjay Kumar, President and CEO, Computer Associates, NVTC's first Titans of Technology Speaker in 2004.

Titans of Technology Breakfast Series Sponsors


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TECH STRAVAGANZA

A NIGHT OF FIRSTS

NVTC Banquet is First Special Event at the Smithsonian National Air and Space Museum's Steven F. Udvar-Hazy Center

Over 1350 NVTC members and guests attended the traditional NVTC Fall Banquet this year – held two months later than usual to take advantage of a once-in-a-lifetime opportunity: to host the first special event at the newly opened Steven F. Udvar-Hazy Center at Dulles, the companion facility to the Smithsonian's National Air and Space Museum.

The event Tuesday night, December 16, at the fabulous new facility offered a special opportunity for the group to be welcomed by Joseph T. Anderson, Associate Director for the Udvar-Hazy Center, view the incredible display of airplanes, spacecraft, and artifacts, and dine and dance the evening away.

"We are delighted to host the Northern Virginia Technology Council for our first event because your support will help us create greater awareness in the community and generate broader participation in the Museum and its programs," said Anderson.

"It was without a doubt our most memorable and spectacular banquet, and NVTC extends a special thank you to General Jack Dailey, Director of the National Air and Space Museum, and the museum staff, for making it such a fantastic evening," said Sudhakar Shenoy, NVTC Chairman of the Board. ■



DECEMBER 16, 2003
SMITHSONIAN NATIONAL AIR AND SPACE MUSEUM'S
STEVEN F. UDVAR-HAZY CENTER
DULLES, VA

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NVTC President Bobbie Kilberg Participates in Attorney General Jerry Kilgore Press Conference at AOL Announcing First Anti-Spam Indictments

The Northern Virginia Technology Council applauds the efforts of Attorney General Jerry Kilgore in swiftly and diligently securing the first two indictments under Virginia's recently enacted anti-spam legislation.

"Spam imposes substantial business costs on all of Northern Virginia Technology Council's 1300 member companies, and we are pleased that Attorney General Kilgore is aggressively working to curtail incidents of spam in Virginia," said NVTC President Bobbie Kilberg, who joined Attorney General Jerry Kilgore in making the announcement. "NVTC was privileged to work with Attorney General Kilgore in securing passage of Virginia's anti-spam laws resulting in the toughest anti-spam legislation in the country. Today we congratulate and stand behind the Attorney General as he initiates the nation's first felony prosecutions for illegal spamming." ■



Attorney General Jerry Kilgore at the podium - behind him, left to right is Rusty McGuire, Assistant Attorney General; Gene Fishel, Assistant Attorney General; Richard Campbell, Deputy Attorney General of Technology; and Bobbie Kilberg, NVTC President.

NVTC Adopts Policy on Offshore Outsourcing

The NVTC Board of Directors adopted the following policy resolution on offshore outsourcing in the Commonwealth of Virginia at its Board meeting on January 13:

In order to ensure the continued viability and growth of Virginia's technology sector in a globally competitive environment, as well as the economic benefits that return to the Commonwealth, NVTC urges state officials to resist adopting protectionist legislation that would unilaterally impose blanket policies on state procurement officials and restrict their ability to procure goods and services from companies who utilize what is known as 'offshore outsourcing' regardless of other circumstances. Adopting such protectionist policies that would not only negatively impact our competitive position globally but also significantly increase the cost of doing business with the Commonwealth, and therefore, increase the cost of providing state services and goods on behalf of the taxpayers of Virginia.

In this regard, it is of concern to NVTC and our members that some policymakers in Virginia are considering steps that that would, in effect, prohibit, preclude or restrict their ability to provide products and services to the state and Virginians in the most efficient, cost effective, yet socially responsible manner through the utilization of offshore outsourcing.

We recognize that while this is a complex socio-economic issue, the current media attention and political controversy belies the actual overall level of offshore activity. This in no way diminishes our concern for those individuals negatively impacted by global competition. NVTC also wants to make clear that our concern regarding such legislation in no way detracts from our fundamental belief in the ongoing responsibility of all our members to epitomize the goal of good corporate citizenship as integral participants in the affairs of the Commonwealth.

NVTC also recognizes that issues of security, privacy, intellectual property protection and fairness must be addressed with regard to the offshore outsourcing of any aspect of the Commonwealth's technology needs. We would welcome the opportunity to work with the Commonwealth in developing policies and strategies to deal with these global themes. NVTC will also continue to promote and support ongoing education and workforce training in the Commonwealth to ensure the state continues to develop a world class highly skilled labor pool, as well as those policies and legislative initiatives that will effectively enhance the Commonwealth's innovative and globally competitive technology sector.

Given the above, while NVTC supports the principle that the Commonwealth should not be restricted in how best to implement its public policy goals, we will however, oppose at the state level any such unilateral and blanket policy, legislation or regulations that effectively impact our members' ability to consider the utilization of outsourcing offshore for the provision of technology based products and services to the Commonwealth. ■



Accounting for Success at CIT

Performance and Potential for Virginia's Center for Innovative Technology

by Peter Jobse, President, Virginia's Center for Innovative Technology

As Virginia's Center for Innovative Technology enters its 20th year of service to the Commonwealth, the report on our latest fiscal year's performance presents a compelling case for investment in technology-based economic development.

A sharply focused operating plan for fiscal 2003 set a target of \$266.8 million in economic impact on Virginia's technology sector. CIT's actual performance exceeded that goal by 119 percent, a total impact of \$318.6 million that is directly attributed to CIT's assistance. This \$318.6 million return on investment includes:

- \$44.9 million in federal research and development funding for Virginia's colleges and universities, including \$11.1 million for historically black colleges and universities;
- \$17.8 million in federal R&D awards for Virginia's small high-tech firms from the Small Business Innovation Research program and the Advanced Technology Program; and,
- \$240.3 million in increased sales revenues, cost savings and private capital raised by 478 client companies throughout the Commonwealth, and \$15.6 million in new salaries created by 208 start-up technology firms in CIT's entrepreneurship programs.

In addition, 1,420 people attended CIT-sponsored eCommerce and broadband education forums and 120 companies received hands-on assistance adapting eCommerce techniques to help their businesses reach new markets through the Internet.

In fiscal year 2003, the dollars entrusted to CIT came back to the Commonwealth 40 times over. CIT's strategic investments – in programs for technology research and development at our colleges and universities, in services for our entrepreneurial high-tech companies and in broadband infrastructure for rural communities – accelerate Virginia's next generation of technology and technology companies.

Throughout 2003, we continuously monitored economic drivers that impact how we operate in order to achieve the Commonwealth's technology goals. Increasing competition among states for research and

CONTINUED ON PAGE 24.

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March 12, 2004 Sponsored by:

Groundhog Job Shadow Day!

Volunteer to host area high school students around your workplace to provide them an up-close look at how the skills they learn in school are put into action in the workplace.

Don't Miss Out! Register Today!
www.nvtc.org (event calendar)

Company Volunteers and Students will be matched by February 20

For further information, contact Nancy Johnston, NVTC Education-Workforce Liaison at njohnston@nvtc.org or (703) 904-7878 ext. 231.

development funds, diminished early-stage investment for entrepreneurial initiatives, rising failure rates of young technology companies, defection of high-tech firms across the river, and the requirement to diversify CIT's revenue sources served as the drivers that shaped our planning process for fiscal 2004.

Revolutionized for 2004

Successful organizations respond to change by embracing what is new and capitalizing on the opportunity that it creates. Degrees of change vary from minor adjustments to major realignments. For 2004, CIT embraced a degree of change that is best characterized by the term 'revolutionize.'

CIT's fiscal 2004 operating plan now focuses its resources on the three most promising areas of technology research for Virginia – nanotechnology, life sciences/biotechnology, and defense and homeland security – as well as on the development of the next generation of Virginia's technology companies. This more limited scope of work emphasizes immediate returns, without completely abandoning steps to build Virginia's future in technology research and its ability to attract and retain technology jobs and companies.

CIT's 2004 plan turns Virginia's \$7.65 million appropriation into \$185 million in technology-based economic impact. However, the Commonwealth may not realize the entirety of this impact.

The 25 percent reduction in appropriations for 2005 and the 50 percent reduction in 2006 recommended during last year's session place CIT on a trajectory to ultimately eliminate its Commonwealth-focused mission. Programs and services that do not produce short-term returns on investment, as required in a business model for self-funding, will be eliminated starting May 2004. Essentially, we are on

a path to 'go out of business' for the Commonwealth if these reductions remain in the new biennium budget.

What Can be Done?

CIT's mission on behalf of the Commonwealth can be accomplished with a steady source of general fund revenue of \$7.65 million each year. This funding supports the critical areas of CIT's current plan:

- Enhance federal research funding to Virginia's colleges and universities;
- Deliver consulting and investment services that fuel the startup and growth of early-stage technology companies;
- Operate statewide regional offices to support developing technology companies; and,
- Accelerate the deployment of broadband throughout the Commonwealth.

In return, CIT's contribution to the Commonwealth can continue to grow, because CIT will generate additional external revenue from projects that satisfy the Commonwealth's technology-based economic development objectives. This long-term strategy actually aims to surpass CIT's historic funding levels without the need for additional general fund commitments beyond the baseline that is required.

Phasing out CIT's appropriations over the next four years will lead to declining revenue opportunities that benefit the Commonwealth. In contrast, by the end of those same four years, providing a stable base of funding for CIT will turn this enterprise into a \$20 million engine for accelerating Virginia's return on innovation. ■





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Volunteer Service Awards Call for Nominations

by David Baker, Foundation Assistant



The NVTC Foundation is seeking nominations for its 2004 NVTC Volunteer Service Award honoring a member company that has made significant achievements over the past year in community involvement, volunteering, or philanthropic activities. The deadline for nominations is February 20 and the winner will be announced at the Volunteer Service Awards breakfast, sponsored by VolunteerFairfax, on April 22. Nominations will be reviewed by a panel of impartial judges, so we encourage everyone to submit a nomination by visiting the NVTC Foundation Web site at: www.nvtcfoundation.org.

"The NVTC Foundation has always encouraged technology companies to donate their time and resources to the community, which is why every year we look forward to recognizing at least one of our NVTC members for their outstanding service to the community," said Tim Nurvala, NVTC Foundation President.

The NVTC Foundation sponsors the award, now in its fifth year, to recognize ways its member companies are using technology in their volunteer efforts. Previous award recipients include Computer Sciences Corporation, Landmark Systems and Sensei Enterprises. In 2003, the award was given to two companies: Northrop Grumman Mission Systems of Reston and LeapFrog Solutions of Fairfax. Both companies demonstrated that despite difficult economic times, community service was still a priority.

The NVTC Foundation was founded to encourage and facilitate corporate efforts to give something back to the community. The Foundation specifically looks for community initiatives based in Northern Virginia that include technology as an important component in their mission. The NVTC Foundation is a charitable 501(c)(3) organization. Sponsorships are tax deductible to the extent allowed by law.

For more information about the NVTC Foundation or the Volunteer Service Award, visit www.nvtcfoundation.org. ■

Past Winners of the NVTC Foundation Volunteer Service Award

**Computer Sciences Corporation
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**Landmark Systems Corporation
(2001)**

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AAA or Lines That Never Meet?

The money committees of the Virginia General Assembly have a new ex-officio member in 2004. Moody's Investor Services now lurks just off to the side of Delegates and Senators in the House Finance, House Appropriations and Senate Finance Committees, carefully watching decisions on revenues and spending to make sure the Commonwealth is going about its fiscal business in a responsible way.

Moody's is among the world's most respected, widely utilized sources for credit ratings, research and risk analysis. The firm signaled its intentions toward Virginia long before the November 2003 elections, when it placed Virginia on its watch list of states not responding fast and fully enough to the challenges of dipping revenues and continued growth in education, health, public safety and other needs. As Gov. Mark R. Warner makes clear in briefings to business groups across the state, needs are growing faster than revenues. That turns into parallel lines on a chart with a billion dollar gap between them as far out as economists can see. The gap is a perfect example of why the Japanese definition of parallel is lines that never meet.

By the time Moody's stepped in, Virginia already was in its second year of dramatic changes in the way state government works. With budget cuts, some fee increases and a severe draw down of reserve funds, state government closed a \$6 billion gap between projected revenues and core spending. The governor and General Assembly joined to reduce state agency spending by 20 percent, eliminate 50 agencies, boards and commissions and cut 5,000 state jobs. Officials also set in motion fundamental changes in procurement, information technology organization and job training to achieve more efficiencies and longer-term savings.

In his State of the Commonwealth address to the General Assembly in mid-January, Gov. Warner announced that preserving Virginia's fiscal integrity and protecting its AAA bond rating was a priority objective of his budget and tax reform plans. "Our AAA bond rating saves taxpayers millions of dollars in borrowing costs," Warner asserted. "The AAA bond rating is a recognized seal of approval that indicates to the world that Virginia is a good place to do business - and that means jobs for Virginians."

Later, the governor challenged Delegates and Senators directly to pass budget and tax reform legislation that met strict criteria. No inflated revenue estimates or accounting gimmicks. No raids on the Virginia Retirement System or other employee benefit pro-

grams. The voice belonged to Mark Warner, but the words were supplied by Moody's. House Appropriations Committee Chairman Vince Callahan (McLean) and Senate Finance Committee Chairman John Chichester (Fredericksburg) heard them along with Warner at a well-publicized meeting with Moody's in New York City.

But the attention and prescriptive advice from Moody's also means all individual members of the money committees have new constituents beyond the residents in their geographic districts. Analysts at Moody's now are making the fiscally responsible requests of Virginia's lawmakers, even if some traditional constituencies are not. It is in the balancing of the requests of citizens and analysts that Delegates and Senators will exhibit whether Virginia state government going forward will be fiscally responsible. Disappointing Moody's in 2004 neither helps citizens nor guarantees voter support in 2005.

In addition to Delegate Callahan and Senator Chichester, Northern Virginia is well represented on the money committees charged with deciding whether Virginia's future is AAA or looks more like lines that never meet. Delegates Jim Dillard (Fairfax), Joe May (Leesburg), Marian Van Landingham (Alexandria) and Jim Scott (Merrifield) also serve on House Appropriations. Delegates Harry Parrish (Manassas), Scott Lingamfelter (Woodbridge), Mark Cole (Fredericksburg), Tim Hugo (Centreville), Bob Hull (Falls Church), Vivian Watts (Annandale) and Steve Shannon (Vienna) give the region a solid core on the House Finance Committee. And Senators Chuck Colgan (Manassas), Edd Houck (Spotsylvania), Janet Howell (Reston), Russ Potts (Winchester) and Dick Saslaw (Springfield) can focus Northern Virginia's priorities in Senate Finance.

"In the past six months alone, states around our nation have lost their AAA bond ratings," Gov. Warner told legislators. "Other states are borrowing money just to meet payroll. Other states have fired teachers. Other states have let prisoners out of jail early. That's not the Virginia way - and it's not going to happen on our watch."

Moody's Investor Services is readying its credit opinion and commentary on Virginia for more than 3,000 institutions and 20,000 subscribers around the globe. ■



Douglas Koelemay is senior advisor to NVTC and managing director at Qorvis Communications, LLC.

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