



AMERICAN SYSTEMS

# PERSPECTIVE

When It Has To Be Right The First Time



Volume 32 • Issue 2 • Spring 2011

## We know what's at stake.

AMERICAN SYSTEMS has been supporting our nation's priority markets since 1975, and our growth and success over the decades are testament to our employee-owners' continued commitment to their Company, their customers, and their country—because “We know what's at stake.”

Earlier this year, we unveiled this new “catchphrase” to be integrated in all of our marketing initiatives, including advertising and public relations messages.

The new phrase is compelling on several levels, and can be applied to all of our offerings and vertical markets.

As shareholders, all employee-owners have a vested interest in the Company's success as it relates to our ESOP share value. So in that regard, “We know what's at stake.”

As employees who strive to exceed our customers' expectations, we understand the im-

**The home of the brave.**

For 235 years, our nation has earned the right to be called the land of the free, because we are the home of the brave. And for the last 35 years, AMERICAN SYSTEMS has been supporting the men and women who serve the cause of freedom.

**We know what's at stake.**

AMERICAN SYSTEMS has earned the trust of the United States Armed Forces by focusing on areas of national priority, and we salute their sacrifices. As one of the largest U.S. employee-owned companies, AMERICAN SYSTEMS takes pride in helping keep our nation and its citizens safe.

To learn more about AMERICAN SYSTEMS, or to join in our mission, please contact [freedom@americansystems.com](mailto:freedom@americansystems.com).

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portance of doing our best every day. Because if we don't live our values and we fail to perform, the result is a dissatisfied customer—and “We know what's at stake.”

Finally, as denizens of this great nation, we recognize and take great comfort in knowing that the services we provide as AMERICAN SYSTEMS are vital to the men and women who serve our country in the name of freedom.

“We know what's at stake.”

These words will be embedded into print and radio ads in select markets to bolster our new business campaigns, and the ads will be tailored to fit the offering and/

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From the

# President's Desk



The first quarter of CY/2011 is now in the history books. It was another interesting quarter—but for some unusual reasons, which I will go into later. As has become customary in the first quarter of each year, I visited all of our AMERICAN SYSTEMS offices and many of our employee population centers throughout the country. In fact, this year I can say that I traveled to the “four corners” of the continental United States ... these visits included three stops in Florida (Palm Coast, Ormond Beach and Orlando); two stops in Southern California (San Diego and Coronado); a visit to our employees located on the Puget Sound Naval Shipyard in Bremerton, Washington; and a first-time visit to our employees who support the Navy's

Survival, Evasion, Resistance & Escape (SERE) East training at Portsmouth, New Hampshire and Rangeley, Maine.

Based on feedback which I have received, directly and indirectly, it seems that the meetings (with both our employee-owners and our customers) associated with these visits are viewed favorably. However, what may not be as obvious to everyone, is that these meetings are also of great benefit and value to me for two very important reasons:

1.) They enable me to hear directly from you concerning the issues that matter most to you; and 2.) they enable me to meet our customers and partners whom you support so well.

As far as the quarter being an “interesting” one, we (like our government customers and industry partners) worked while the GFY/2011 continuing resolution debate hung ominously over everyone's heads. The good news (N.B., this communication is being drafted in early April) is that an agreement to fund GFY/2011 has been reached and the details associated with the actual legislation are being drafted and should be finalized soon.

From a business development perspective, through March, results and trends that we witnessed in CY/2010 continue. Our Follow-On Business Win Rate was 100% (albeit the volume was low). From a New Business perspective in Q1/2011, we booked ~\$41M in gross bookings; had a win rate of ~24%; and continue to see government award decisions slip to the right. Additionally, at the end of Q1/2011:

- We submitted ~\$707M in New Business Proposals which was more than 2.5 times the value of the New Business Proposals submitted in Q1/2010;
- Our New Business Proposal Backlog was ~\$1,120M; and

- Our New Business Qualified Pipeline at quarter's end was ~\$3,727M which is ~1.4 times the qualified pipeline from one year ago.

If we are able to maintain, or better yet, improve the win rate as the new business decisions ramp-up, we will have another very strong business development year on which to build our future.

In reviewing the various financial results through February (N.B., March financial results were not available in time to support the Perspective deadline), it is good to note that year-to-date (YTD) revenue (~\$38.6M) is tracking slightly ahead (~3%) of our results for the comparable period in CY/2010. During the first two months of CY/2011, our profit (~\$2.3M) exceeded profit in February, 2010 (YTD) by ~45%. The Company's cash balance at the end of February was a robust ~\$29.5M, which exceeded cash at a similar time in CY/2010 by ~28%.

You heard me say during the CY/2011 Kick-Off meetings, we entered this year with tremendous momentum ... and all leading indicators remain very strong. As always, we need to stay focused; deliver against the contracts which we have in-house; and convert the strong leading indicators into equally strong results. As employee-owners in a Company that provides support to our national priority markets... “We know what's at stake!”

As always, I am proud to be a member of the AMERICAN SYSTEMS Team.

# Contracts Update—GSA Alliant

AMERICAN SYSTEMS is a Prime Contractor for the GSA Alliant Government Wide Acquisition Contract (GWAC). Alliant is a competitive multiple award, indefinite-delivery, indefinite-quantity (IDIQ) contract with a five-year base period (May 1, 2009 through April 30, 2014) and one, five-year option. This Contract vehicle has a \$50 Billion ceiling and is available to all Agencies within the Federal Government. As of February, thirty-three (33) Federal Agencies have Contracting Officers who are authorized to issue Task Orders under Alliant.

Alliant is an Information Technology (IT) based services Contract designed to provide access to “Anything IT Anywhere.” Its broad scope is directly aligned to the Federal Enterprise Architecture (FEA) and Department of Defense Enterprise Architecture (DoDEA) ensuring emerging technologies will remain within its scope over the life of the Contract. Alliant includes eighteen (18) major Task Areas (e.g., Component Framework, Process Automation, Business Management, Risk Management and Mitigation, and IT Security) encompassing all components of an IT solution: Infrastructure, Application Services, and IT Management.

Alliant is an excellent vehicle for AMERICAN SYSTEMS to use to enhance our position as a Prime Contractor in the Federal IT Business space. The IDIQ investment is made, and the Contract’s scope is broad and well-suited to our capabilities. Now is the time for the entire corporation to take advantage of the opportunities afforded by this GWAC.

AMERICAN SYSTEMS’ Alliant Program Management Office (PMO) coordinates the use of the Alliant Contract Vehicle within the Company to support new business opportunities and, when advantageous, to re-compete existing business. The PMO manages the intake and distribution of Alliant Request for Proposals (RFPs), conducts reviews of the RFPs to ensure compliance with the Alliant Contract, and supports the administrative and management reporting requirements specified in the Contract. The PMO also actively seeks strategic business partners whose capabilities compliment and/or expand our ability to deliver the IT services provided by Alliant. Once qualified, each business partner executes a

Non-Disclosure Agreement (NDA) and a Memorandum of Agreement (MOA) to become an Alliant Teammate, thereby, gaining access to the rapidly growing number of federal opportunities being awarded under the Alliant GWAC.

*“Now is the time for the entire corporation to take advantage of the opportunities afforded by the GSA Alliant GWAC...”*

Working with the AMERICAN SYSTEMS Business Development and Corporate Communications staff, the Alliant PMO developed Alliant marketing materials and an efficient business process to determine a Bid/No-Bid decision for Alliant RFPs.

The process utilizes the AMERICAN SYSTEMS govWin portal – located at [www.govwin.com](http://www.govwin.com) – as the central point of information collection and dissemination for the Alliant GWAC. This portal is used to automatically distribute RFPs to the Alliant Team, collect responses/feedback from reviewers, register teammates, and register opportunities. The marketing materials – Tri-fold, Quick Order Guide, User’s Guide, and Contract Briefing – are stored on the govWin portal for easy access by the Team members. Anyone wishing to use this portal to enter the Alliant GWAC contract area, must have a govWin Login account and be authorized to access the AMERICAN SYSTEMS Enterprise Solutions link with the appropriate permissions for Alliant.

With vigor and intensity, the Alliant Team is working together to market Alliant, develop new business, and implement a strategy to enhance our ability to win the Task Orders issued under the GSA Alliant GWAC. If you would like to learn more about the Alliant Contract and how the PMO can help you use it to obtain business, please contact **Shawn O’Rourke** or **Margaret Brown**.



**AMERICAN SYSTEMS**

Founded in 1971, AMERICAN SYSTEMS is one of the largest employee-owned companies in the United States. Headquartered in the Washington, D.C. suburb of Chantilly, Virginia, the company provides consulting, systems engineering, hardware, software and staff augmentation services and solutions to Government and commercial customers throughout the country. With over 1,500 employees in 15 office locations and more than 125 field sites AMERICAN SYSTEMS employee-owners are committed to delivering the highest-quality solutions to every customer, every time. Our quality reflects our people, our processes, and our philosophy—and our reputation remains as a result.

As an Alliant Prime Contractor, AMERICAN SYSTEMS—with over 35 years of experience—stands ready to support the Government's Information Technology needs across all 50 state Task Areas. Through our extensive roster of technical experts, industry-certified managers and capable network of small-business partners, the AMERICAN SYSTEMS Alliant Team understands the Government's needs and is the solutions provider of choice—when it has to be right the first time.

For more information visit:  
[www.AmericanSystems.com](http://www.AmericanSystems.com)

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**GSA's Alliant GWAC Website:**  
[www.GSA.gov/alliant](http://www.GSA.gov/alliant)

**AMERICAN SYSTEMS**

**GSA Alliant**

**Anything IT Anywhere**

**Alliant**

AMERICAN SYSTEMS is a leading provider of IT services and solutions to the Federal Government. Our expertise spans across all 50 states and the District of Columbia. We are committed to providing the highest quality IT services and solutions to our customers.

## Kudos...

### Jethro “Jet” Flores Recognized for His Efforts in Support of NAVSEA

**Jet Flores**, serving as a Program Manager’s Representative (PMR) for Naval Sea Systems Command SEA 21 Directorate, was lauded by Captain Michael R. Graham, Deputy Commander, Surface Warfare Directorate (PMS 470) for his superb efforts in the Navy’s Maintenance and Modernization process. Jet was praised for providing concise status of LHA/LHD Class ships’ Availabilities progress and for undaunted support during Dry Docking Phased Maintenance Availabilities (DPMAs), assuring that all ships under his watchful eye were able to meet changing mission requirements and evolving threats. Jet’s contributions during the USS BOXER DPMA directly influenced the outcome of a very successful INSURV Inspection. In addition, he was crucial in resolving Marine Logistics Squadron SIXTEEN’s (MALS-16) MV-22 Osprey Aircraft Tube Bender casualty, facilitating the very first west coast MV-22 Squadron in achieving a flawless operational standup posture. Jet’s efforts were formally recognized during an awards ceremony aboard the USS BONHOMME RICHARD (LHD-6), where he was presented the Letter of Commendation signed by CAPTAIN Graham. Jet has been a member of the NEX Directorate of AMERICAN SYSTEMS since November 2006.

*Article Submitted by David Muise*



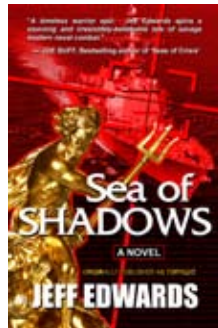
**Jet Flores** (left) receiving a Letter of Commendation for his contributions to the combat readiness of the Navy’s surface ships.



### An Author in our Midst

**Jeff Edwards**, an Information Assurance Specialist in our San Diego office, is gearing up for the launch of his latest novel, *The Seventh Angel*. A retired Navy Chief Petty Officer, Jeff draws on two and a half decades of experience in the fleet to create award-winning naval action thrillers that are blowing away fans of military fiction.

His debut novel, *Torpedo*, racked up an impressive collection of national awards, including the Admiral Nimitz Award for Outstanding Naval Fiction, the Reader’s Choice Award, and the American Author Medal. William H. McDonald, President of the Military Writers’ Society of America, called it “The best naval action novel I have ever read.”

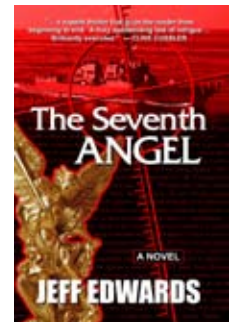


Recently re-released as *Sea of Shadows*, the book has been optioned for a major film project by Paul L. Sandberg, the producer of *The Bourne Identity*, *The Bourne Supremacy*, and *The Bourne Ultimatum*.

*The Seventh Angel* shows every sign of outshining its predecessor. The official launch event is slated for May 21st, but this white-hot action thriller

isn’t waiting around for such formalities. The book has already claimed the prestigious Clive Cussler Grandmaster Award for Adventure Writing, and pre-launch sales are increasing rapidly via Internet retailers like Amazon.com, Barnes & Nobel online, and Apple iBooks.

You can find out more about our fellow employee-owner and his books on Jeff’s website: [www.NavyThriller.com](http://www.NavyThriller.com).



# OPM EPIC Win for Training Operations

The Managed Services Training Operations Directorate (TRO) in Ormond Beach, FL won a three-year contract with the Office of Personnel Management (OPM), Federal Investigative Services (FIS), to develop user help content for integration into OPM FIS on-line portlets, basic application training materials, and related Information Technology System Manager (ITSM) documentation and briefings and demonstrations. OPM's EPIC (Electronic Investigation forms, Personnel investigation processing, Imaging & Clearance verification) suite is currently being transformed into a new software architecture where several dozen portlets will provide the primary user interface to the EPIC functions. The EPIC systems encompass online questionnaire entry, document imaging, case processing, tracking and reporting, investigator reporting, interfacing to financial systems fingerprint transactions, clearance verification, secure portal access, and a management reporting dashboard.

"An OPM presence is key," said **Mary Voy**, Vice President of TRO. "It establishes our core capabilities with the central HR Agency of the Federal Government; it strengthens our long-term relationship with ALEX; and this win allows us to support OPM as it screens over 90% of all federal background investigations."

This plan for EPIC Transformation defined a multi-year plan to provide a flexible and highly-adaptable business processes through an integrated but loosely-coupled suite of investigative components. The EPIC

Transformation approach has segmented system and user functionality into specific "releases" which serve either core processing or specific user views. Each release may take from nine to 24 months to complete the full life cycle from Needs Phase to Deploy Phase. For each release, the development approach for transformation will move the code base from Natural to Java and the interface from 'green screen' or 'web-enabled green screen' to an enhanced user interface.

**Dawn Gardener**, Program Manager, said she "welcomes this opportunity to showcase our ability to serve in the Ft. Meade community with our multi-faceted training capabilities."

*"An OPM presence is key. It establishes our core capabilities with the central HR Agency of the Federal Government; it strengthens our long-term relationship with ALEX; and this win allows us to support OPM as it screens over 90% of all federal background investigations."*


"The winning solution provides critical on-line help documentation to a broad user-community that accesses the EPIC portlets. This consistency across on-line user help, application training and other user reference material in the EPIC portlets and applications will increase efficiency and reduce bureaucratic lag-time. We are excited to provide this service to OPM," **Tony Sopranzi**, Project Lead added.

## We know what's at stake.

(cont'd. from page 1)

or targeted market. For example, we will use the "Home of the Brave" ad (pictured on page 1) as part of our brand awareness-building campaign at the corporate level. For more specific messaging, honing in on a specific customer or offering, we may employ an ad like the one at right.

A simple but strong message—look for it coming soon to an ad or interview near you.



**Turning Concepts  
into Battle-Ready Capabilities.**

Our warfighters require integrated cutting edge technology solutions to address rapidly evolving threats and changing operational environments. That's why AMERICAN SYSTEMS is supporting the U.S. Marine Corps' REO Land Systems and the Office of Naval Research Expeditionary Maneuver Warfare and Combating Terrorism (Code 30) in realizing emerging concepts, solving technical challenges, and filling capability gaps to provide state-of-the-art solutions for warfighter needs.

**We know what's at stake.**

AMERICAN SYSTEMS has earned the trust of the United States Armed Forces by focusing on areas of National Priority, including our pioneering work for more than 14 years with non-lethal weapons. As one of the largest U.S. employee-owned companies, AMERICAN SYSTEMS takes pride in helping keep our nation and its citizens safe.

To find out more about our ground-breaking, new Science and Technology Integration Center near Quantico, Virginia, please contact STIC@AmericanSystems.com.

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# Photo Gallery



During his recent SOC presentation at Portsmouth Naval Shipyard in Kittery, ME, Bill Hoover was able to experience firsthand the Cold Wx Survival, Evasion, Resistance, and Escape (SERE) training provided by 14 AMERICAN SYSTEMS instructors as part of our Homeport Training (HPT) contract. The actual temp at the Rangeley, ME, Remote Training Facility that day was minus 17 degrees. Pictured above (l to r): **Bill Hoover**, **Cory Wentworth** (site lead), **Dave Arms** (HPT PM), **Chris Bartley** (SERE Instructor).

Onboard the USS Yorktown: Recruiter **Marcia McCullough** and PM **Bob Sauer** (below) recently represented AMERICAN SYSTEMS at a "Welcome Home, Heroes" Job Fair held onboard the USS Yorktown carrier in Charleston, SC.



**Carrie Pedri** (right), a Course Developer in our Ormond Beach, FL, office, completed her first Half-Marathon earlier this year. On February, 27th, she ran in Disney's Princess Half-Marathon in Orlando, FL, along with over 13,000 other runners. The 13.1 mile course started just outside Epcot, ran through the Magic Kingdom and ended back at Epcot. All proceeds from this race benefit the Lymphoma & Leukemia Society.



Thanks to all who supported our newest charity, Ride2Recovery. Among those who pedalled for this cause were **Tatia Sheptock** (back row, far right) from our HQ who is shown next to **Jenny Thomas** and **Andrew Rigg** from our Quantico office. With the help of Gold's Gym in Chantilly and the fundraisers, AMERICAN SYSTEMS raised \$2,176 to support our disabled military cyclists.



## A Salute to TJ!

Departing VP, Human Resources **TJ Baskerville** is surrounded by well-wishers at a reception held in her honor on May 3 at the Westfield Marriott Conference Center. TJ, who is retiring after 33 years with AMERICAN SYSTEMS, is flanked by other 30-year plus veterans of the Company. From left to right: CFO **Mark Danisewicz**; COO **Peter Smith**; TJ; **Jim Coombs** (Newport RI); **Steve Saunders** (Newport); **Joyce Jakaitis** (Chantilly); VP Contracts **Joe Kopfman**. Happy Trails, TJ...and congratulations!

## Our Newest Employee-Owners... January - March 2011

Please welcome the newest members of the AMERICAN SYSTEMS team!

Christopher Alcones	Patrick Croom	Sara Harrah	Gamaliel Navarro	Diana Smith
Valerie Allen	Courtney DeDea-Burton	Marques Hickman	Nathan Newgent	Ryan Smith
Richelle Ang	Nirmal Dhamala	Caitlin Jackson	Robert Newman	Melinda Smith
Quincy Boggan	Christopher Dunn	Patricia Jankowski	Tedford Niday	Kelly Sobilo
Andrea Bosiger	Dennis Edwards	Jason King	Mead Notkin	Dean Springstube
Raymond Boyer	Kyle Edwards	Kea Kirkland	Carrie Pedri	Reginald Starr
Daniel Burkhardt	Earle Engle	Jeffery Kloss	Sarah Powell	Robert Titus
Edward Burns	John Foster	Mauno Kork	Bruno Rogoz	Sylvia Vass
Diane Burroughs	Seth Francis	Paul Laity	Lucas Rouse	Matthew Vaughn
Samuel Burton	Timothy Golembeske	John Lee	Pamela Russell	James Walsh
Melanie Cackowski	Peter Gonzales	Constance Little	Muhammad Sabir	Harry Watson
Joshua Carter	Odell Greene	Curtis Matthews	Leonard Santiago	Crystal Wilder
Brian Cebrian	Mark Greenstone	Shahrukh Mazhar	Harold Secor	Abigail Williams
Barry Childress	Carol Griffith	Kelly Mellor	Randin Serrano	Ron Wittschen
Darrel Clark	Melinda Haeff	Edward Munyer	Roma Shah	Shah Zaman

## First Quarter Promotions!

The following employee-owners deserve congratulations as they were promoted during the first quarter of 2011.

Melvin Barnes	Peter Cooper	Heather Ferlazzo	Pete Pflugrath	Donnell Seals
Iftexhar Chowdhury	Cris Crisostomo	Doug Fetter	Xavier Ransome	William Sylvia
Roger Connell	Michele Delaney	Paul Fields	Steven Rockwood	Jim Taff
Rodney Cook	Kevin Dodge	Richard Payne	Malida Rogers	

## Service Anniversaries - January through March 2011

<b>25 Years</b>	<b>10 Years</b>	<b>5 Years</b>	Ralph Corella	Dee Ortiz
Kenneth Jones	Ed Massey	Ray Zavala	Bill Vignes	Janelle Allin
<b>20 Years</b>	Christopher Lamberton	Robert Lawrence	Byron Johns	Steven Thomas
Lynn Robinson	Buck Evans	Nancy Logan	Francisco Castillo	Jonathon Vescogni
<b>15 Years</b>	Barbara Benson	Geetanjali Sharma	Linda Hillin	
Sheri Murphy	Paul Gualdoni	Ralph Allison	Bob Sauer	
Robert Sobel		Mary Blaine	Miranda MacWilliams	
Kendall King		Colleen Clampitt	Mary Chamblin	

## Values and Culture Recognition Program

From January through March 2011, the following employee-owners were recognized through the Value and Culture Recognition Program.

Amy Anderson	Douglas Glessner	Lonny Wires
Beena Thangiah-Brown	Duane Anderson	Michelle Palmer
Bob Carroll	Jerry Culver	Sabrina Worcester
Brenda Collins	John Pomerleau	Sam Lymon
Bruce Adams	Kathleen Bonds	Samuel Hague
Cheryl Pyles	Kathy Hudson	Steven Wells
Dawn Mello	Kim Ayann	Wanda Napier
Deb Reedy		



To nominate an employee, visit the HR Community on AIMS and view the Values and Culture Recognition memorandum.

AMERICAN SYSTEMS  
**PERSPECTIVE**

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PERSPECTIVE is published quarterly for the employees of AMERICAN SYSTEMS. Information contained herein should be considered proprietary. For more information, or to contribute articles, please contact [Perspective@AmericanSystems.com](mailto:Perspective@AmericanSystems.com) or [Mike.Dolton@AmericanSystems.com](mailto:Mike.Dolton@AmericanSystems.com).

## Postcard from Nashville, TN

### AMERICAN SYSTEMS Bursts onto the Cyber Scene at IA Exposition

The AMERICAN SYSTEMS Cyber Security Systems Engineering Directorate along with the Identity Management and Assurance Directorate recently set up shop at the 2011 Information Assurance (IA) Symposium and IA Exposition that were held in Nashville, TN.

The CSSE and IMA teams had a substantial presence, worked the floor, and generated significant buzz. Overall, these teams claimed that the event was a huge success for AMERICAN SYSTEMS! These teams along with several of the ENCORE II 'Ambassadors' (teammates) had a large space on the conference exhibit floor for the entire week of 6 March. During this time, they had the opportunity to meet and greet several existing and potential clients at the booth, in side-bar meetings at the Ambassador Hospitality Suite, and in the IA Symposium ballrooms and breakout sessions. The location of the booth was fantastic as its strategic position allowed a large number of government staff to see first-hand what the AMERICAN SYSTEMS ENCORE II team can



bring to bear in all 20 Task Areas of this critically important IDIQ GWAC.

As a result of the success in Nashville and the significant momentum gained, the AMERICAN SYSTEMS ENCORE II team is now known in industry circles and viewed upon as a force to be reckoned with!

*In front of our booth, above: (l to r) Les Owens, Steven Wells, Skip Foote, Darin Walters, "Ambassador" Gary Daemer, & Ray Rafuels.*



AMERICAN  
SYSTEMS

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