

San Diego Chapter



The San Diego Chapter



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From the Chapter President

Dear NDIA Constituents,
In the month of August your Chapter provided several valuable opportunities for networking with our colleagues in both



Ken Slaght

industry and government. The 2010 Navy "Gold Coast" Small Business Opportunity Conference was held August 16-18 and proved to be a huge success with more than 1,500 attending the 3-day conference. The attendees participated

(see President, continued on page 2)

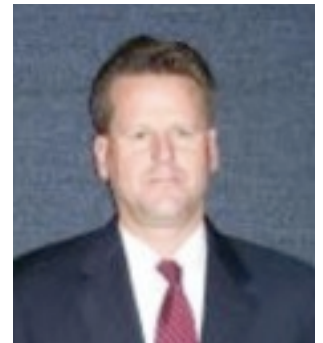
NDIA Monthly Luncheon

September 8, 2010

Catamaran Resort & Conference Center

Jim Achenbach
Executive Director,
Southwest Regional Maintenance Center

A native of New York, Jim Achenbach received a Bachelors of Electrical Engineering in 1981 from New York Maritime College, a Third Assistant Engineer's license in the United States



Jim Achenbach

Merchant Marine and a Reserve Commission as an Ensign in the United States Naval Reserve. For the past 17 years, Jim Achenbach has held several management positions which include Port Engineer for LST, LKA, and CG Class ships. He was also the Pre-commissioning Port Engineer for USS ESSEX, LHD-2 and he was the Senior Port Engineer in San Diego and Technical director for Waterfront Operations before being selected for Executive Director of Southwest Regional Maintenance Center.

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Chapter Calendar

Click here www.ndia-sd.org to visit the complete chapter calendar. Scroll to the bottom and click the NDIA San Diego 2010 Calendar link.

(President, continued from page 1)

in workshops discussing topics ranging from Small Disadvantaged Business Challenges to Healthcare Reform and Small Business to Small Business Opportunities in Guam to Life Cycle Cost Estimating and Measuring Program Success. Please enjoy the photo montage from the event in this month's edition and look for all speaker presentations posted at <http://www.navygoldcoast.org/>

Please remember to register for the Fall Cyber Conference October 4-6 at the Bahia Hotel & Resort. Information and registration is online at www.ndia-sd.org.

Next month's luncheon will be held Wednesday, September 8, at the Catamaran Resort from 11:30-1:00. Please register for the luncheon at www.ndia-sd.org.

The next SPAWAR Industry Executive Network (SIEN) is scheduled for Monday, October 25, at the Admiral Kidd Conference Center and will feature SPAWAR HQ. Online registration will be open in the coming weeks at www.ndia-sd.org.

Our Chapter Web page recently received a makeover and offers a download of a very detailed and well-maintained Master Calendar (Thank You, George Klein) that includes registration and contact information of key events taking place in San Diego. Download the calendar by clicking the link NDIA-SD Master Calendar from the home page.

Best,
Ken Slaght
President
NDIA-SD Chapter

Chapter Bylaws
Please visit www.ndia-sd.org for a copy of our updated 2010 Chapter Bylaws.

2010 Luncheon Prices
2010 luncheons will be priced at \$28 each via on-line registration and payment. On-line registrants who pay at the door will be charged \$35.00. Walk-ups are priced at \$45.00. On-line registration closes COB on the Friday before the Wednesday luncheon.

Walk-ins are accommodated as space permits. Note - Discount is determined by date of your online registration before the deadline. Thanks for your cooperation. We accept Visa, MasterCard and American Express for lunches. To register, please visit www.ndia-sd.org. If you have questions related to registration, please contact Helna Correll, sales@sandiegositepros.com

Small Business Committee Meeting
We will hold the next Small Business Committee Meeting on **September 8, 2010**, immediately following the NDIA-SD Chapter Luncheon. Location will be announced at the luncheon.

2009 Model Chapter
For the past 9 years in a row, the NDIA-SD Chapter has been designated by NDIA-National as a "Model Chapter" honoree. Congratulations to past & present Board of Directors, members and volunteers that help make this possible. Truly, this honor is a team effort. Please visit www.ndia-sd.org to view the "Model Chapter" letter.

Small Business Spotlight



Navy Gold Coast 2010 provided no shortage of opportunities for new business development with record-breaking attendance and more than 200 exhibitors descending on the San Diego Convention Center for the two-day conference. Jeff Glover, director of sales & marketing for ROC Industries Inc. (ROC), an Escondido-based manufacturer, attended the event promoting their newly purchased office & manufacturing space as well as their two product divisions focused on the government customer.

“ROC’s sponsorship at Gold Coast was critical as we pursue the military and tier-one defense contractors for long-term business opportunities,” said Glover. “The contacts we established at Gold Coast further enforce our approach and exposure to the industry, and it has enhanced our presence within NDIA-SD Chapter.”

In operation since 1987, ROC is a LEAN manufacturing company with a primary focus on custom metal fabrication capabilities including mechanical design, engineering, painting, electro-mechanical assembly and custom fabrication for both military and commercial customers.

In January 2010, the Veteran Owned Small Business purchased a manufacturing facility, and, in doing so, doubled its size and capabilities. The company moved from a 22,000-square-foot shop to a 45,000-square-foot plant located on 2.6 acres in Escondido.

“This expansion has allowed us the ability to bring on special client projects in-house with dedicated floor space and project management offices for their use,” said Glover.

The facility houses both ROC and their two product divisions – Kevta Fire Systems and Weldrite Manufacturing.

Combined, Kevta Fire Systems and Weldrite Manufacturing design & manufacture fire suppression systems for the power generation, heavy oil and gas industries. The fire systems are used in over 90 countries worldwide and provide asset protection through detection, suppression, and control for gas-turbine assemblies.

Attendees at the Gold Coast learned more about ROC’s Weldrite Manufacturing division, as well. Their capabilities include metal fabrication, electro-mechanical assembly, mechanical design and dedicated program management.

While Glover and his team were focused on developing relationships at the Gold Coast event, the company has an impressive track record with large government contracting businesses in San Diego like Solar Turbines, SAIC, L3 Communications and General Atomics.



Both their military and commercial customers benefit from a management philosophy dedicated to quality, total customer satisfaction, integrity, clear communication and a team consciousness.

Glover explains that the company’s ongoing focus on Kaizen, a Japanese word meaning “improvement,” is lynchpin to the success of the lean manufacturing processes and is recognized by its prospective clients and strategic partners.

These qualities, along with a commitment to business development through organizations like the NDIA-SD Chapter, make this Escondido manufacturing company a standout in San Diego County.

“Visibility is Viability,” Glover said. “The NDIA has become synonymous with our business development strategy and will continue as we navigate into 2011.”

To start a conversation with ROC Industries please contact Jeff Glover at 760-743-4041.

Scenes from the NAVY Gold Coast Conference 2010



Sergeant Ronald Clemente, USAR; AWS1 Raymond Lawson, USN; Commander Philip Roberts, USN; and Captain Jordan Condo, USMCR were presented with this year's Twice A Citizen Award recognizing service to community and to country in times need. Rear Admiral Sean Crean, USN, and Rear Admiral Garland "Gar" Wright, USN, were on hand to present the awards and the \$2,500 cash prize to the deserving honorees.

Sean Crean, Director, Navy Office of Small Business Programs; and Stan Daise, Associate Director, Navy Office of Small Business Programs present a certificate to keynote speaker, LtGen Frank Panter, United States Marine Corps.





The Lockheed Martin team members stop for a quick picture during the Navy Gold Coast trade show.



NDIA SAN DIEGO PRESENTS: **NAVY SMALL BUSINESS OPPORTUNITY CONFERENCE**
Small Business: The Foundation for Our Economy - Yesterday, Today and Tomorrow
September 17 & 18, 2010
San Diego Convention Center - San Diego, California
Co-Hosted by NDIA
<http://www.navygoldcoast.org>

Successful!

Kristin Creech, Epsilon Systems Solutions; Jason Minter, Epsilon Systems Solutions; and Karen Conti, Lockheed Martin, are all smiles at this year's VIP Reception the night before this year's Navy Gold Coast Conference.



Committee Updates



Women In Defense

*Hosts Small Business Innovative Research Workshop
At the NAVY Gold Coast Conference 2010*

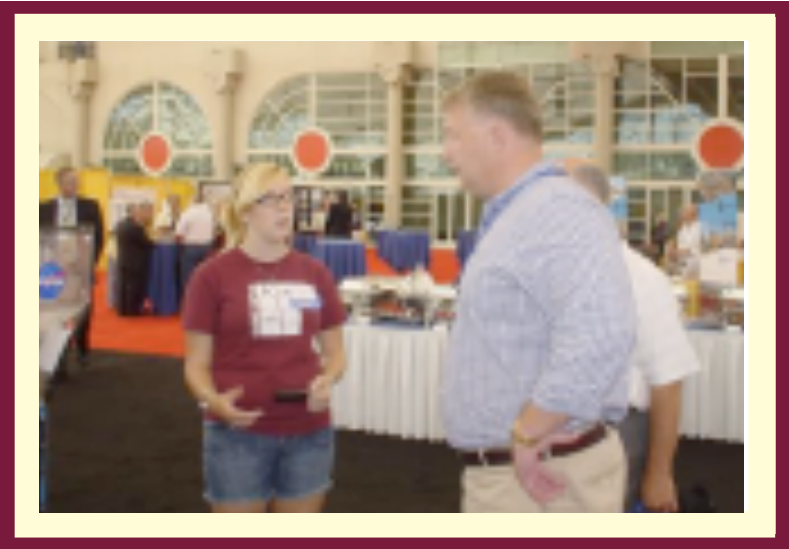
The San Diego Chapter of Women in Defense (WID), National Defense Industrial Association affiliate, hosted a breakfast at this year's NAVY Gold Coast Conference on Wednesday, August 18, 2010. Over 130 attendees gathered at the San Diego Convention Center for an early morning talk on contracting opportunities for Women Owned Small Businesses (WOSB).



Maria Fischer, Becky Vincent, Marti Schwartz, guest speaker Faye Esaias, Karen Conti, Jeanine Yaichuk and Carolina Davila at this year's WID Breakfast at NAVY Gold Coast Conference.

In attendance was guest speaker, Ms. Faye Esaias, currently the director for SPAWAR Small Business Programs at SPAWAR System Command (HQ). Prior to this assignment, she was the part-time Deputy for Small Business and a Contracts Manager at the Command's System Center, Pacific. Ms. Esaias provided past, present and future WOSB information for those seeking success in the Defense Industry. Opening and closing remarks were given by Ms. Karen Conti, San Diego WID Chapter President, and Vice President of Navy Networks for Lockheed Martin Corporation.

STEM
At the Navy Gold Coast Conference 2010



Kearny High's robotics team interacts with Gold Coast attendees and shows off their soccer-playing robot.

The Chapter's STEM (Science, Technology, Engineering and Math) Committee used the opportunity presented by Gold Coast to introduce attendees to some of the programs in San Diego that are supporting better education for the next generation of scientists and engineers. The Committee's booth hosted several STEM initiatives supported by the Chapter. Members of the SAIC cyber training team, who host the annual Mayor's Cyber Cup competition, were on hand to talk about the competition. Members of the Achievements Rewards for College Scientist (ARCS) local chapter told attendees about their scholarship programs for high achieving college and graduate students. They were joined by three of their graduating scholars who used the opportunity to meet with potential employers. Project Lead the Way, which sponsors special

classes in science for grade and middle school students spoke with attendees about their program's needs. The San Diego Science Alliance talked about training teachers and their upcoming science fair. Robotics teams from Kearny High and the Pruess School were special guests and became a popular stop for attendees on the exhibit floor. In addition to showing off their robots' "tricks," these future engineers had the opportunity to speak with the technology firms that may be looking for their skills in the future. Special thanks to Patricia Schwerter and Patti Conn of Trilobyte for coordinating the booth and acting as the Gold Coast hosts for the various STEM programs. Through their efforts, students, educators and our member companies had the opportunity to meet and learn from each other.

The students of Kearny High School pose with their soccer-ball-kicking-robot in the exhibit hall of the 2010 Navy Gold Coast Conference.



(See STEM page 9)
For information on the upcoming Mayor's Cyber Cup Competition

Committee Updates

SSC Executive Forum Industry Panel discusses “Partnering on Innovation” at SSC PAC Executive Forum

The most recent SSC-Executive Forum proved again to be a popular and well-attended event by government employees and decision-makers in the local business community. Steve Roa (SSC PAC Code 53040) provided an overview of Team Spawar’s Enterprise Engineering and Certification Initiative that includes a laboratory environment for experimentation and development of end-to-end



Industry experts pose for a picture at the recent SSC-Executive Forum on Point Loma.

technology solutions. Following Mr. Roa’s brief, an industry panel briefed the audience on partnership models that will enable innovation among government, large & small business and academia. Panel members included Dan Phelan of Lockheed Martin, Lou Kelly of CCAT (Center for Commercialization of Advanced Technology), Terry McKearney of The Ranger Group, and VADM (Ret) Walt Davis of CommNexus. Panelists shared their insights on the benefits of collaboration, particularly in accelerating product transition. Given the challenges businesses face in today’s economic environment, it is important industry and government leverage their resources in bringing together ideas, assets and innovation.

San Diego Chapter Picked for NDIA National Small Business Conference 2011

SAVE THE DATE! JUNE 7-8, 2011
San Diego Convention Center

The local NDIA-SD Chapter has been selected to assist the staff at NDIA National in selecting a great venue and in planning a terrific event. Large & small business should place this event in the 2011 marketing budget, as this is a high-visibility, national event that will attract large numbers of nationwide attendees. PUT THIS IN YOUR BUDGET NOW and be ready to sponsor NSBC-2011. Contact Jen Albers (jalbers@industechology.com) for sponsorship details.

Upcoming Events

STEM

Upcoming Mayor's Cyber Cup Competition

Our Chapter and our partners are beginning preparations for this year's Mayor's Cyber Cup Competition. The competition, sponsored by the NDIA-SD Chapter, and co-hosted by the University of California San Diego (UCSD) is open to all California High Schools and is conducted via the internet for the Practice and Qualification Rounds. Those eight teams selected as finalists will travel to San Diego for a face-to-face competition to be held on Saturday, February 26, 2011. The Mayor's trophy is a beautiful, silver-plated award presented to the winning school. This trophy is displayed at San Diego City Hall. The winning team receives a slightly smaller version that they may keep to showcase their excellence in demonstrating cyber security skills. There will also be scholarship funds provided to the top three teams. All schools will receive their own score, and only winning scores will be announced. Thus, there is no down-side to participation.

Click here to see a short video from last years:
[Cyber Cup 2009](#)

or go to www.saic.com/cyber-cup <<http://www.saic.com/cyber-cup>> ; the video link is located in the lower right of that page. *Once the video starts, you can click in the red circle to expand the picture.*

Fall Symposium

SAVE THE DATE!
NDIA San Diego Information Dominance
Symposium
Oct. 4th – 6th, 2010
Bahia Resort Hotel San Diego

The conference will provide operating and technical personnel in industry and the government with an unclassified, high-level picture of Information Dominance in terms of Cyber Warfare, Intelligence and Information Management strategies. Presentations will describe the current challenges and clarify the near term solutions and vision to achieve superiority through information dominance.

Don't miss speakers from OPNAV N2/N6, US Tenth Fleet, Office of Naval Research, SPAWAR Systems Command, PEO(C4I), Department of Homeland Security, Naval Postgraduate School and other technology providers.

For more information on the 2010 NDIA Fall Symposium, to register, or to sponsor, visit www.regonline.com/ndiafallsymposium.

WID-San Diego is hosting its

Autumn Social

October 13, 2010.

Stay tuned for details at
<http://www.widsandiego.org/>.



Upcoming Events



SAVE THE DATE! October 4-6, 2010

NDIA San Diego Information Dominance Symposium

Our theme this year is Information Dominance: Achieving the Operational Edge. The program promises to provide operating and technical personnel in industry and the government with an unclassified, high-level picture of Information Dominance in terms of Cyber Warfare, Intelligence and Information Management strategies. The expectation is that presentations will describe the current challenges, clarify the near-term solutions and outline the vision to achieve superiority through information dominance.

Don't miss speakers from OPNAV N2/N6, US

Navy 10th Fleet, Office of Naval Research, SPAWAR Systems Command, PEO C4I, Department of Homeland Security, Naval Postgraduate School, Technology providers. Limited sponsorship opportunities are available. For more information on how to reach your audience and showcase your organization's capabilities, contact **Robin Lipka at 760-431-8610 or email:**

RLipka@themarlinalliance.com.

To register, please visit www.regonline.com/ndiafallsymposium.




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San Diego Chapter NDIA Goals Statement

Advocate: Cutting edge technology

- ★ Increase awareness of new technologies and their potential applications for system solutions through presentations, seminars and special forums.
- ★ Initiate and support studies and technical assessments in support of government initiatives to capitalize on new technologies and acquisition options.
- ★ Facilitate exchange of information between DOD and Homeland Security/First Responder interests where overlapping options exist.
- ★ Interact with local academia in the science and engineering areas to broaden the interchange of technology development information and to draw academia into closer collaboration to develop new systems options.

Promote: A vigorous, responsive Government/ Industry National Security Team

- ★ Engage in development of the next generation scientists/engineers through actions and coordination with agencies and organizations involved in education.
- ★ Support the development of the acquisition work force by sponsoring initiatives and workshops focused on all aspects of program management.

Advocate acquisition strategies that increase small business access to defense contracts

- ★ Expand membership to provide more opportunities for interaction among the following communities:
 - Government

- Students
- Industry
- Small Businesses

Provide: Legal & ethical forum for exchange of information between Industry & Government

- ★ Conduct periodic seminars to permit open dialogue between industry and government relating to procurement initiatives, plans and programs.
- ★ Provide education to legislators to increase their awareness of local defense industry and government capabilities.
- ★ Establish and maintain ongoing dialog with local legislative staffs.
- ★ Raise legislative issues of importance to local defense establishment to NDIA National for consideration as part of their legislative agenda.
- ★ Foster innovative approaches to acquisition of C2IT through collaboration with other organizations, and seek implementation support collaboratively.

Improve: The local military community

- ★ Maintain awards programs to acknowledge individuals' contributions to national defense.
- ★ Engage organizations dedicated to serving the military community.
- ★ Participate in and sponsor events that have a positive impact on the military community.