

WELCOME TO GOVCON'S EXECUTIVE-ONLY NETWORK



POTOMAC OFFICERS CLUB

ABOUT THE POTOMAC OFFICERS CLUB

The Potomac Officers Club (POC) is a membership organization focused on executives within Government and the Government Contracting (GovCon) community. POC is dedicated to weaving an executive level fabric for the benefit of this community. POC provides an opportunity to learn from peer business executives and government thought leaders, while creating an outstanding forum to develop key business and partnering relationships. Government officials are able to hear collectively from the leadership of the companies that provide their mission critical services, and report that the POC is the perfect forum to engage in meaningful dialogue on current issues.

POC is an executive-only organization whose 1,600+ members collectively manage \$75 billion in government contracting. Service providers and the professional networking crowd are excluded. Participants join to hear headline speakers cover headline topics. They find great value in building their credibility and becoming known among their peer group.

BENEFITS

Joining POC entitles you to attend 12-15 events hosted each year during which world-class private and public sector leaders discuss key topics in government contracting.

MEMBERSHIP ENABLES YOU TO:

- Participate in a meaningful dialogue with senior GovCon executives to better understand the current environment.
- Benefit from the power and exclusivity of the restricted membership and relevant speakers to make the best use of your valuable time.
- Develop partnering relationships to enable your organization to compete more effectively.
- Build your personal brand among your peer group to establish your areas of expertise.
- Gain media attention as well as relevant intelligence through the portfolio of Executive Mosaic's online news properties, daily RSS/email newswires, and integration with social media partners to stay ahead of the market.



MEMBERSHIP REQUIREMENTS

- Complete a membership application
- Member company must sell directly to the Federal Government
- May not be a service provider
- Must hold or have recently held a Director level or above position
- Company minimum annual revenue of \$5 million



MEMBERSHIP OPTIONS & FEES

	Elite Member	Professional Member	Qualified Non-Member	Government Employee
Annual Membership Fee	\$995	\$595	\$0	\$20
Average Fee Per Event	\$0	\$145	\$300	\$75

Multiple Memberships	Elite Member	Professional Member	Discount
3 memberships per company	\$2,687	\$1,607	10%
5 memberships per company	\$4,229	\$2,529	15%

TESTIMONIALS



ANGELA CARRINGTON - VP & PARTNER, GLOBAL BUSINESS SERVICES, IBM

POC provides me the unique opportunity to both network with my industry colleagues as well as truly gain an understanding of the environment and challenges my clients face. Networking and learning are key benefits!



DR. JACK LONDON - CACI INTERNATIONAL, INC.

Jennifer and I enjoy the Potomac Officers Club events because they offer relevant and thought-provoking speakers with senior executive interaction



WAYNE LEWANDOWSKI - AVP, FEDERAL, VORMETRIC

The Executive Mosaic membership has been a great venue to build relationships with peers across the market as well as senior government leadership. The personalized exchange has been impactful in our federal business!



ANDY STRAMPACH - VP, BUSINESS DEVELOPMENT, LEIDOS

Business Development is a profession that demands a symbiotic relationship between the customer, industry, and corporate stakeholders. Particularly during this era of fiscal constraint and consolidations, strategic partnerships and relations are essential. Through its innovative approach to aligning business professionals with government customers, as well as offering the experience to collaborate with their functionally diverse members, the Potomac Officers Club provides unparalleled value through concise forums, specifically focused on the issues having the highest impact to business. Parsons is proud to support the Potomac Officers Club.



LIZ ANTHONY - VP, MARKETING, VION CORPORATION

POC events are very educational and provide an exceptional forum for meaningful discussions. Their efforts to educate members of industry and government has been exemplary reaching back many years.



DAVID SHEDD - FORMER DIRECTOR, DIA

Thank you SOOOOO much. I enjoyed speaking to such a wonderful group. Thank you for your service in convening such an influential group.



PAUL SMITH - VP & GM, PUBLIC SECTOR, RED HAT

The POC continues to be a great source of interlock between government and industry leaders in a forum that really provokes dialog on solving complex IT problems.



MEMBER COMPANIES [SUBJECT TO CHANGE]

1st Portfolio Holding Company
A. T. Kearney
Accenture
Accuvant
Acentia
Advanced C4 Solutions
Aerojet Rocketdyne
Agilex, Inc.
Akima, LLC
Alion Science and Technology
Altus Consulting Corporation
AMERICAN SYSTEMS
Aon Hewitt
Applied Communication Sciences
ArgonST, a Boeing Co.
ARTEL, Inc.
ASRC Federal Holding Company
AT&T
AT&T Federal
A-Tek Inc
ATK
Autonomic Resources
Avaya Government Solutions
AVRogers & Associates
B Cubed, LLC
BAE Systems
Ball Aerospace & Technologies Corp.
Battelle
Bechtel
Berico Technologies
Black Box Federal
BLH Technologies, Inc.
Blue Harbor Group
BMC
Boeing Company, The
Boeing Defense, Space & Security
Booz Allen Hamilton
Bostonia
Bridges Systems Integration
Brocade Communications Systems, Inc.
C2 Portfolio, Inc
CA Technologies
CACI International Inc
CAE
CALIBRE
Capgemini
Capstone Corporation
Carahsoft Technology
Carpathia Government Solutions
Catapult Consultants, LLC
CCSi
Centerscope Technologies Incorporated
CenturyLink
CGI Federal
CGI Group Inc
CH2M Hill

Chenega
Chesapeake Partners, Inc.
Cisco
Citizant
Clarabridge
Claris Capital
CNSI
Coastal International Security
Compusearch Software Systems
Concert Technologies
Concurrent Technologies Corp.
COPT
Crenshaw Consulting Associates
CSC
Cubic Cyber Solutions, Inc
Cubic Defense Applications, Inc.
Cylance
DCCA
Data Direct Networks
Data Networks Corp
Data Networks Corporation
Day & Zimmermann
Dell
Deloitte
Deloitte Consulting, LLP
Deloitte Services LLP
DHA Group, Inc
DigitalGlobe
DRS Defense Solutions, LLC
DRS Technical Svcs
DRS Technologies, Inc.
DSA Inc.
Dun & Bradstreet Govt Sol.
Dynamic Aviation
DynCorp International
Dynetics
EFX Media
Elbit Systems of America
EMC
Emcor Government Services
Engility
Ernst & Young LLP
Excentium, Inc.
Exelis ITT
Exelis, Inc.
exp Federal
Facility Support Services
FireEye, Inc.
FireMon
Fluor
Four Points Technology
FulcrumIT
GCS
Gehrlicher Solar America Corp.
General Atomics
General Dynamics - Mission Systems
General Dynamics IT
General Dynamics Land Systems

George Mason University
Germane Systems
Global Computer Enterprises
Global Integrated Security Inc
Global Services & Solutions, Inc.
Global Technology Resource, Inc.
Grant Thornton
Guident Technologies
Harris CapRock Comm
Harris Corporation
Harris IT Services
Highlight Technologies
HJ Steinger PPLC
HP Enterprise Services
Hughes Network Systems
Huntington Ingalls Industries
IBM
IBM Federal
IBM Global Business Services
ICF International
INDUS Corporation
Informatica
Information Builders
Information Innovators, Inc.
Inmarsat
In-Q-Tel
Insight Telematics, LLC
Integrity Applications Inc. (IAI)
IntelliDyne L.L.C.
Intelligent Decisions
IO Data Centers
Iridium
Iron Bow Technologies
Iron Data
Jacobs
Johns Hopkins University Applied Physics Laboratory
Jones Lang Lasalle
Juniper Networks
Kearney & Company
KEYW
KGS (Kforce Gov. Sol. Inc)
Kofax
Koniag Technology Solutions
KPMG LLP
Kratos Defense and Security Solutions
L-3 Communications NSS
L-3 NSS - STRATIS
Leidos
Level 3 Communications
LexisNexis
Lexmark Government Solutions
Logistics Management Institute
Lockheed Martin
Louis Berger Group
ManTech Int'l Corp.
MarkLogic

Maximus
MBDA, Inc.
McAfee Security
McCue, Inc.
McKinsey & Company
MCR LLC
Meridian Knowledge Solutions
Microsoft
Mindbank Consulting Group
Mission Critical Partners, Inc
MITRE
MongoDB Federal
MTN Government Services
MTSI
NCR Government Systems
Nemacolin Energy Institute
NetApp
Neustar
NextPoint Group LLC
NIC Inc.
NISC, An IBM Company
NJVC
Noblis
Northrop Grumman
NT Concepts
NTT DATA Federal Services
NTT DATA, Inc.
Oceus Networks
Omniplex World Services Corp
OpenText
Optum
Oracle
Orbital Sciences Corp.
PAE
Parsons
Paul Unger NBS Search, Inc
Philips North America
Porter Scientific
Praescient Analytics
Prism Inc
Privia
Project Performance Corporation
Qbase
QinetiQ North America, Inc
Quest Software Inc.
Radant Technologies, Inc.
Raytheon
Raytheon Trusted Computer Solutions
Red Hat
Rigil Corporation
RMF Engineering
Rofori Corporation
RSA Security
RTKL
Sabre Systems
SAIC
SAP America

SAP National Security Services
SAS
Schafer Corporation
Serco Inc.
Siemens Government Technologies
Six3 Systems Inc.
SkyLink Aviation, Inc.
SkyPort Consulting
SoBran Inc
Software AG Government Solutions
SOS International
Sotera Defense Solutions, Inc.
Spacenet Inc
SRA International, Inc.
STG, Inc
SWS Tech Inc
Symantec
Systematic US
TASC
Technical and Project Engineering
TeleCommunication Systems
Teradata
TeraThink
Terremark Federal Group, LLC
Tetra Tech AMT
The Ken Blanchard Companies
The PTR Group
The SI Organization, Inc.
Three Wire Systems
Thundercat Technologies
Triple Canopy
TSCP
Turner Construction
Unanet Technologies
Unisys
United Launch Alliance, a Lockheed Martin & Boeing Company
UnitedHealth Group
URS Federal Services
USIS
USMax
Veris Group
Verizon Business
Verizon Federal
ViON Corporation
Virginia Economic Development Partnership
Vistrionix
VMWare
Vormetric
Washington Consulting Inc.
WBB
Williams Lea
Windstream Corp
Woolpert
Xerox
Xyratex Federal
YarcData