

Subscribe for Free

If you don't see images, [click here to view](#)  
[Story Ideas](#) . [Events](#)

To ensure delivery, please add [newsletter@bisnow.com](mailto:newsletter@bisnow.com) to your address book, [learn how](#)

# FED TECH BISNOW

Sent Using iContact

WASHINGTON

Real Estate | Legal | Fed Tech | Association/Non-Profit | The Scene  
 Washington | New York | Chicago | Dallas-Fort Worth | Houston | Boston | Atlanta | Los Angeles

August 12, 2010

**JONES LANG LASALLE**  
 +1 202 719 5000  
[www.us.joneslanglasalle.com/dc](http://www.us.joneslanglasalle.com/dc)  
*Real value in a changing world*

## Stan the Man

**Tomorrow!** Join **Colonel Mark Moffatt** and an all-star panel for a illuminating discussion on **BRAC**. **Tyson's Ritz**. [Sign up now!](#)

We love **SRA CEO Stan Sloane's** honesty. We asked him where he wanted the company to be in a year and he said **"bigger and more profitable."** As for the topic of SRA's higher-than-expected earnings announced **yesterday**, he says it's due, in part, to a growing pipeline of **new business** centered on aviation, energy and environment, cyber security, and health IT.



Part of its growth, he says, will also likely come in **acquisition**, as the company has a balance sheet **free of debt**: "We look for companies with a good track record, great growth, who also see an opportunity to accelerate that in **combination with SRA**." Stan points to its acquisition of **Sentech** last month as a prime example.

Avoid the Pitfalls of a GSA Schedule...  
[Download](#) WMG's Free Whitepaper!



Appian solutions help our government customers deliver process **EFFICIENCY** and **PERFORMANCE**.

Popular BPM solutions include:

- Acquisition & Procurement
- Human Resources
- Case Management
- Grants Management
- Project Management

**APIIAN BPM DELIVERS RESULTS**

[Learn More >>](#)



As for upcoming business, he tells us SRA is **bidding** on the big **FAA NISC-III** contract, expected to be awarded this month. Routinely named among the country's **best places** to work, SRA celebrated the end of its fiscal year with a company outing to **King's Dominion**. (It won the largest contract in company history earlier this year: a **\$500 million BPA** from **USDA**, so we say a trip was in order.) And yes, Stan loves the roller coasters, but he'll be taking a more relaxing trip with his family to **Maine** next month, riding horses instead.



**BISNOW**

**Viva Revolution!**



**Yesterday**, we sat down with **Leslie Downey**, founder of Silver Spring-based **RFID Revolution**, a five-year-old company that created a Web-based training course on **RFID technology** (how to apply it, and where to find **ROI**). "RFID Essentials" helps project teams and other stakeholders develop consensus around RFID projects and think more creatively about how they can use RFID. Leslie tells us the commercial market for it is getting a second wind after **Walmart** announced a few weeks ago it plans to put **RFID tags** on items (mostly clothing) to help **monitor supply**: "What Walmart is doing now **could be huge** for the industry."

Studios from the ~~\$180's~~ **\$160's**  
**It's Time to Make Your Move!**  
 For a Limited Time On Select Units. Call Today!

**Potomac Place Tower**  
 TAKE YOUR PLACE IN THE CITY

- **NO CLOSING COSTS!**
- **VA and FHA Financing Available**
- **DC First Time Homebuyer Tax Credit Available**

**PotomacPlaceTowerBN.com**  
 800 4th Street, SW | Washington, DC 20024  
 202.488.4153

Visit Us On

**Monument Realty**  
 Live it.

\*Pricing and offers subject to change without notice. Special financing available only on select units for a limited time. See Sales Associate for details.

Sales by CAPITAL RESIDENTIAL PROPERTIES





Leslie's company spent **three years** developing its online training and sells it mostly to large companies like **IBM and Michelin**, along with government clients like USTRANSCOM and the **Air Force**. It also partners with other companies like XIO Strategies, which has put it on its **GSA Schedule**. The underlying instructional principle: Create an **immersive environment** where the student interacts with the lessons **instead of clicking** on the "**next**" button on a slide show. In testing their understanding and forming their own conclusions, the student learns and **remembers**. With all the time she saves not having to actually teach in a classroom, Leslie loves to read (from magazines to history books), kayak, and travel, recently visiting her daughter who lives in **Juneau**.

**BISNOW**

**More on Gates**



DoD consultant to the stars **Rob Guerra** has seen it all, so we got his take on **Sec. Gates'** big announcement: "I like the moves. Frankly, **both organizations were duplicative** of what were priorities in each military organization. In many cases, activities from the bureaucracy just confused people and made **decision making slow and cumbersome**. I think the next task becomes making sure that while the organization changes and staffing reductions are easy, **communicating** among the various commands will continue to be a challenge. To me at least, this isn't really new news. In '08 and '09, many of us thought that sooner or later the **BTA would cease to exist** or be transitioned into the workforce. As to the **reductions in personnel**, that will probably happen, but if there was truly meaningful work, they'll probably **assign that work** to individual organizations, assigning them as Executive Agent, much as the Army

American  
Technology Services


IT Services  
sized to fit you

[www.networkATS.com](http://www.networkATS.com)

is the EA for Biometrics, etc. It will be a political hot potato, but if **anyone** can pull it off, it's **Secretary Gates**."




Subscribe for Free




**brainpower:**  
arlington's alternative energy

Thinking how your business could succeed in a more intelligent location to live and work? Think Arlington.

diversity + innovation + science + research +  
technology + location = arlington, virginia



Visit [arlingtonva.us/think](http://arlingtonva.us/think) 



**Reston Limousine**  
 DC's Premier  
 Transportation Provider  
 Sedans • Vans • Limousines • Buses  
 703.478.0500 www.RestonLimo.com



Super Limousine



Hummer Limousine



Which free **BISNOW** e-newsletters do you get?

**REAL ESTATE BISNOW** THE GREEN ALTERNATIVE  
**LEGAL BISNOW**  
**ASSOCIATION & NON-PROFIT BISNOW**  
**the SCENE BISNOW**  
**FED TECH BISNOW**  
**Microsoft**  
 Find your place in the cloud with Microsoft.  
 Learn More

**The best read local business publications in the Washington region**

CONTACT [EDITORIAL](#)

CONTACT [ADVERTISING](#)

CONTACT [GENERAL INFO](#)

This newsletter is a journalistic news source which accepts no payment for featured interviews. It is supported by conventional advertisers clearly identified in the right hand column. You have been selected to receive it either through prior contact or professional association. If you have received it in error, please accept our apologies and unsubscribe below. © 2010, Bisnow on Business, Inc., 1323 Connecticut Avenue, NW, Washington, DC 20036. All rights reserved.

[Subscribe](#)

