



# The **NETCENTS** Record

*PRIME CONTRACTORS REVIEW  
ACHIEVEMENTS OF KEY  
AIR FORCE IT CONTRACT.*

(Editor's Note: *MIT* magazine recently reached out to the eight companies serving as prime contractors for the Air Force Network Centric Solutions (NETCENTS) program. Following are the statements of those that chose to respond.)

# NETCENTS



## THE CENTECH GROUP BETTER PRICING AND BETTER INFORMATION FLOW

By **ELLEN HILL**

The NETCENTS contract has been very successful for THE CENTECH GROUP. The company has had significant success during its five-year history with NETCENTS, providing over \$400 million in information technology and communications services and products through June 2009.

The customer base has expanded from a presence in four states to 42 states and 12 international locations, including infrastructure support for the Iraqi Air Base Information Technology Infrastructure Program administered by Hanscom Air Force Base, Mass. Other NETCENTS customers include the Air Force, Army, Navy, Air Force Reserves, Air Force Air National Guard and Federal Aviation Agency.

But CENTECH's success has not been achieved alone. A key aspect in winning over

1,300 awards has been its relationship with a core team of large and small business service providers and equipment manufacturers. As a team, it has provided services and products for projects as diverse as site survey and installation of a radome in Croughton, U.K., to software life cycle support at Maxwell AFB-Gunter Annex, Montgomery, Ala., located just a couple of miles from the company's NETCENTS Program Management Office.



Ellen Hill

[hille@centechgroup.com](mailto:hille@centechgroup.com)

Another innovative solution example is a site survey and installation of a "new-to-the-Air Force" Internet Protocol Television for all 12 Headquarters Air Mobility Command bases throughout the United States. The innovative solution has more capabilities at a lower cost than the solutions previously used by many Air Force organizations. The company also provides the content services.

At one AMC base, President Bush's speech to the troops was broadcast live on computers throughout the base and to all those who could not attend once the local hangar was filled to capacity.

The company's NETCENTS mantra has been, "First we must win, then we must satisfy," and the entire team is focused on

customer satisfaction. To support customers, CENTECH developed a Web portal application to immediately post customer requirements for review by our team. This has allowed it to be agile and responsive to a challenging decentralized ordering system. Contracting officers around the world have requirements ranging from simple task order requests to "model contract" requests. The time for response is short, so quick dissemination of information and team composition is critical.

Although NETCENTS 2 will be structured differently, CENTECH knows how to build a team and respond in this type environment. Company executives are confident that they have an excellent opportunity to continue serving customers under the new contract vehicle.

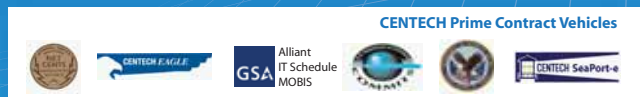
CENTECH's senior vice president for Department of Defense operations, James Tindell, also noted that the NETCENTS vehicle has been about getting the most from teaming partners. As a result, CENTECH has made sure that every partner has an opportunity to get involved with winning or registering potential NETCENTS work. The CENTECH NETCENTS team does this by giving all partners access to their portal and pushing solicitations out to partners as soon as they are available.

CENTECH has also developed and implemented a mutual purpose and vision for the team through the program, and ensures that they have committed leadership that takes an

## THE CENTECH NETCENTS Team... Today and Tomorrow

Priming today's NETCENTS tasks and looking forward to the future of NETCENTS, CENTECH provides:

- Network & Infrastructure Services
- Software Development & Maintenance
- Systems Engineering/Technical Assistance
- Training/Knowledge Transfer Systems & Services
- Test & Evaluation Services
- Logistics Support Systems & Services
- Help Desk Systems & Services
- Engineering Services
- Computer Data Center Operations
- Business Operations Support
- Web Solutions & Services
- Security Systems & Services
- Program & Acquisition Management Support Services



For more information, contact:  
NETCENTS Program Manager, Ellen Hill  
400 Interstate Park Drive, Suite 401  
Montgomery, AL 36109  
877.334.9669 (877.E.Fix.Now)

[netcents@centechgroup.com](mailto:netcents@centechgroup.com)  
[www.centech-netcents2.com](http://www.centech-netcents2.com)  
[www.centechgroup.com](http://www.centechgroup.com)





interest and invests in the team's staff in order to build trust and commitment.

"Our company's brand identity is just as important as the products and services we provide," said Tindell. "Using the NETCENTS contract, CENTECH has continued to build on a solid brand identity, and the effort we put

into winning task orders has paid off in the form of loyal customers."

In summary, while competitive pricing and customer service are major goals, CENTECH's experience has demonstrated that NETCENTS provides the ability to standardize IT systems that meet net-centric standards.

The end result is not only better pricing, but better information flow in an accurate and secure way across the Air Force—and, lest we forget, for the warfighters.

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*Ellen Hill is NETCENTS team program manager for THE CENTECH GROUP.*

## GENERAL DYNAMICS Information Technology

### GENERAL DYNAMICS INFORMATION TECHNOLOGY

#### VITAL ROLE IN ENTERPRISEWIDE TRANSFORMATION MANAGEMENT

By DAN AYER

NETCENTS I has helped to usher enterprisewide transformation into the Air Force and facilitate the service's information management initiatives. Delivery orders under the contract have assisted the Air Force in achieving its goal of true net-centricity and a more secure cyberposture.

NETCENTS I possesses a rigorous source selection process, a long-term IDIQ contract (which allowed for "lessons learned to be applied"), an enforcement of standards and policies, and a continuous competitive process for each delivery order. The contract was intended to support the Air Force's transformation to Air Force Network Operations (AFNETOPS), which consolidates operations under one command. Through the contract, the Air Force has been able to draw expertise from key "vetted" contractors to support the entire life cycle of the Air Force IT mission.

The NETCENTS prime contractors, which include General Dynamics Information Technology, felt like true industry partners, learning and adapting alongside the Air Force as the mission has evolved.

NETCENTS I has helped the Air Force accomplish several key initiatives. For example, through delivery orders issued by the Combat Information Transport System (CITS) Program Office, 12 bases,

six of which General Dynamics IT directly supported, have received secure, broadband fiber-optic wired networks, under the Information Transport System (ITS) program, the foundation of net-centric operations.

In addition, General Dynamics IT has delivered robust Air Force wireless infrastructure with high availability and multi-tiered administration and management, which complies with all Air Force, Department of Defense, federal and Joint Task Force-Global Network Operations security policies, to 29 bases, with 25 additional bases planned.

The Air Force also has used the contract to upgrade its fielded telecom switches, incorporating unified capabilities, such as Voice over IP (VoIP), to provide the warfighter with reliable voice communications within the existing telephone system and to support future net-based voice capabilities.

General Dynamics IT has also played a key role in evolving the Air Force Voice Switching System (VSS) from circuit to IP-based telephony by engineering, furnishing and installing VoIP solutions at Keesler, Wright-Patterson and Vandenberg Air Force bases.

NETCENTS I assisted in the maturity of the Air Force's enterprise network management and network defense (NM/ND) capabilities. Delivery orders issued under the contract vehicle have been essential in helping the Air Force migrate toward its AFNETOPS transformational concept, a standards-based, secure, cost-effective alternative to some of the legacy systems it has replaced. General Dynamics IT-led NETCENTS initiatives have established the Air Force intranet, consolidated core services at the enterprise level and automated NM/ND tools:

- AFNET Increment I (NOIA Block 30) product acquisition and stand-up of the 16 Air Force intranet gateways;
- Integrated Network Operations and Security Centers (I-NOSC) design and implementation, which migrated management of each base network boundary from its local Network Control Center to the I-NOSCs at Peterson AFB and Langley AFB, enabling true enterprise network management; and
- AFNOC Network Operations Division, providing operational support to the Air Force enterprise network.

NM/ND solutions provided by other NETCENTS prime contractors include automated, minimally managed enterprise-level system security process for establishing IT policy, scanning for vulnerabilities, reporting compliance and status via the Vulnerability Lifecycle Management System, and enterprise-level network, application and device monitoring via NetCop, NetIQ and SMARTS enterprise licensing agreements.

In addition to being a key enabler for deploying net-centric solutions systems, NETCENTS I is also the vehicle under which sustainment of these mission-critical Air Force enterprise infrastructure systems and assets have been accomplished. General Dynamics IT's sustainment efforts include:

- Field assistance service with sustainment responsibilities for all Air Force combat support standard systems;

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- CITS hardware/software support, which supports and sustains all fielded NM/ND systems;
- KZ engineering support, which acts as a bridge for all newly fielded CITS tools and capabilities; and
- VSS sustainment, which provides help desk support and emergency

repair and replacement in support of the Air Force telecommunications network.

These accomplishments have been critical in helping the Air Force transform its network operations. The initiatives have benefited from NETCENTS' strong source-selection process and the

contractors' increased ability to support the program after understanding the mission needs.

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*Dan Ayer is NETCENTS program manager for General Dynamics Information Technology. He can be contacted at [daniel.ayer@gdit.com](mailto:daniel.ayer@gdit.com).*



## HARRIS IT SERVICES PATHFINDER FOR NETWORK-CENTRIC COMMUNICATIONS

By JOHN HELLER

NETCENTS continues to be a very successful vehicle for Harris IT Services, according to John Heller, vice president and general manager, Department of Defense programs. "We've captured and performed on over 600 services and solutions task orders, which we manage from our highly responsive NETCENTS program office in Montgomery, Ala. In fact, Harris IT Services has been awarded more total task orders than any of the other seven NETCENTS primes, and we rank third in terms of cumulative sales," he said.

Harris serves Air Force, Army and Navy customers via NETCENTS at locations across the U.S. as well as in Iraq, Afghanistan, Japan, Guam, the United Kingdom, Germany, Italy and Korea. The company's NETCENTS engagements span the life cycle, from IT transformation through operations and maintenance and information assurance.

For example, under a \$42.9 million IDIQ task order, the Harris IT Services team

provides independent test and evaluation and IT security services for the Electronics Systems Center (ESC) 754th Electronic Systems Group (ELSG) at Maxwell-Gunter AFB. The ESC ELSG has been converting its business applications—including software for managing critical personnel, logistics, medical and civil engineering information systems—to Web-based applications.

According to John Weimer, Harris' NETCENTS program director, the Harris team ensures that system security requirements of those Web-based applications meet DoD regulations and mission requirements.

"In addition to scanning for security vulnerabilities and monitoring network penetration activities, our team performs source code analysis to identify vulnerability within code execution as well as working side by side with developers to secure the applications at the highest of DoD and industry standards," said Weimer.

In addition to services and solutions, Harris IT Services is by far the leading NETCENTS product vendor in terms of dollars and number of orders. When including products, Harris has delivered on more than 2,700 tasks.

When Harris was awarded the contract, Heller thought it was logical to divide the company's NETCENTS services/solutions and products teams into two groups. Now, it's likely that NETCENTS 2 will also separate services/solutions and products into different contracts.

"I attribute our products success to several factors. First, our products group collaborates closely and frequently with our program management office (PMO) on each request for proposal (RFP) and request for quote (RFQ) to determine the best means of maximizing customer value. Secondly, we are extremely responsive and have built strong relationships with many of the largest product purchasing organizations. And, lastly, we're on time with 98 percent of our product deliveries and can deliver anywhere in the world in less than 30 days," Heller continued.

Harris IT Services partners with more than 150 subcontractors on NETCENTS, and more than 75 percent of them are small businesses.

"Our PMO excels at assembling, structuring, adjusting and managing teams to ensure we effectively meet customers' needs. Our partners offer exceedingly relevant past performance and competitive rates, have proven processes and certifications, and cover all small business categories," Heller said.

Heller views NETCENTS as a highly effective vehicle for quickly providing standardized and interoperable products, services and solutions to warfighters.

"We've seen 2,400 RFPs for solutions and service in four and a half years, along with 15,000 product RFQs. In addition, a growing number of DoD organizations rely on NETCENTS as a primary vehicle. That depth and breadth indicate that vendors are meeting customers' mission needs within the cost and time constraints," he commented.

Furthermore, NETCENTS has led the way in terms of incorporating increasingly



John Heller  
[john.heller@harris.com](mailto:john.heller@harris.com)

## **Enabling Air Force Enterprise IT Transformation**

**G**eneral Dynamics Information Technology is helping the U.S. Air Force transform their IT enterprise and better manage information by providing:

- NETOPS and Infrastructure Solutions
- Application Services
- Net-Centric Products
- Telephony Products and Solutions
- IT Professional Support and Engineering Services
- Enterprise Integration and Service Management

As a prime contractor under the NETCENTS ID/IQ contract, General Dynamics Information Technology provides integrated IT solutions, operations, sustainment and management processes in support of the following programs:

- Combat Information Transport System (CITS)
- Integrated Network Operations and Security (I-NOSC)
- Enterprise Design Guidance and Evaluation (Scope EDGE)
- Second Generation Wireless LAN (2GWLAN)
- CITS Hardware Systems Integrator (CHSI)
- Voice Switching Systems (VSS)

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# NETCENTS

stringent cybersecurity requirements. "NETCENTS standards recognize the network as a weapons system. It's a pathfinder in terms of network-centric communications for military and national security. I believe we'll see more trendsetting with NETCENTS 2," Heller continued.

Heller attributes much of Harris IT Services' NETCENTS success to the standardization the contract requires. "Because of the volume of NETCENTS business we've done, Harris knows how to help all the various DoD entities across the globe comply with policy. We can quickly deliver

services, solutions and products that meet dynamic needs and evolving standards," he said.

Indeed, because of the nature of NETCENTS, customers have faster access to more interoperable and secure solutions. "With many ex-military and National Guard members on our staff—along with more than 30 years serving the Air Force—Harris fully appreciates the value NETCENTS delivers to customers and to us," Weimer added.

Heller and Weimer agree that Harris offers extensive experience relevant to

NETCENTS 2 customers, including delivering expert network operations that better enable mission performance, rapidly responding to the needs of customers across the globe, and helping consolidate legacy contracts to achieve dramatic cost savings.

"We look forward to building upon our successes with NETCENTS 2," Heller concluded.

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*John Heller is vice president, general manager Department of Defense programs at Harris IT.*



## LOCKHEED MARTIN AN EXTREMELY EFFICIENT CONTRACT VEHICLE

By JOHN SLOTA

The NETCENTS program was intended to provide a flexible contracting vehicle to obtain net-centric technologies, networking equipment and services, and voice, video and data communications hardware and software. Lockheed Martin was selected to share in task orders under NETCENTS in 2004.

Since that time, the NETCENTS contract vehicle has proved to be a valued and vital component of delivery organizations. The broad range of contract users across the Air Force and other Department of Defense agencies allows Lockheed Martin to continue to provide new capabilities to a wider customer base.

Task orders that Lockheed Martin has received under NETCENTS have greatly varied. These tasks have ranged from enterprise service work for the Air Force, many telephony modernizations as the services are preparing for Voice over Internet Protocol, upgrades to medical treatment facilities and base infrastruc-

ture, and a significant amount of enterprise engineering.

For example, through NETCENTS, the company was selected to operate and maintain the message routing infrastructure for the Pentagon's command messaging systems in support of the Pentagon Telecommunications Center, an organization of the Army Information Technology Agency. The Pentagon Telecommunications Center's mission is critical, providing Defense Messaging System services to DoD, and any disruption of service to the decision-makers in the Pentagon has the potential to impact mission operations worldwide. In addition to providing messaging services at the Unclassified, Secret and Top Secret levels, the Lockheed Martin team also provided virus and spam protection as well as directory, security and configuration management support.



John Slota

[john.slota@lmco.com](mailto:john.slota@lmco.com)

Also under NETCENTS, Lockheed Martin was selected to upgrade the Air Force flying unit command and control capability, formerly under the Theater Battle Management Control System (TBMCS) contract. Lockheed Martin was tasked to provide users at more than 46 fixed and expeditionary bases with an improved suite of tools at the wing and squadron level. Resident around the globe, the TBMCS unit command and

control component allows staffs at airbases to coordinate air order taskings with the Air Operations Center and create a flying schedule.

By interfacing with a number of external systems, it provides wing and base commanders with decision-quality information in near real-time, such as the status of their installation's vital capabilities and the tools to conduct command and control activities on their installation. The effort included design, development, test, certification, installation, integration and sustainment.

Another key aspect of NETCENTS is its emphasis on small business. As a large supporter of small business; more than 50 percent of Lockheed Martin's contracted effort on NETCENTS has been performed by small businesses. When establishing a team, Lockheed Martin determines the specific industry leaders and small businesses that will help provide the customer with a best-value solution. This is where subcontracting comes into play—with a focus on small business.

NETCENTS recognizes innovations from small businesses, which can range from IT hardware and software product fulfillment to on-site critical application and IT support requirements. NETCENTS has proved to be an efficient vehicle to quickly field a wide range of capabilities to a diverse customer set.

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*John Slota is director of C2 Solutions for Lockheed Martin's IS&GS-Defense.*



## NCI DELIVERING ON AFNETOPS TRANSFORMATIONAL GOALS

By **NORRIS CONNELLY**

The NETCENTS contract provides the Air Force, Department of Defense, and other federal agencies a broad array of integrated solutions, COTS products, engineering services, and life cycle management support. NETCENTS plays a key role in significantly enhancing the Air Force and the entire DoD's capability in the era of net-centric warfare and operations by providing a "standards-based" vehicle for provisioning the network and net-centric services.

NETCENTS has been one of the Air Force's primary delivery mechanisms for operational and architectural initiatives to achieve both improved operational effectiveness (improved security and availability), as well as increased efficiency (reduced personnel requirements and cost of operations). In particular, the key AFNET operations concepts to consolidate network and security management at major commands and then regional centers have required that Air Force IT infrastructure architectures and technical solutions implemented under the NETCENTS contract be done consistently at every Air Force location.

NETCENTS is an integral part of an enterprise strategy for delivering transmission and net-enabled services to the Air Force. There is less variability when it comes to messaging protocols, security and boundary protection issues, and data storage/management under NETCENTS.

NETCENTS is one of the largest, most diverse multiple-award IDIQ contracts in existence today. Its breadth of scope, efficient ordering mechanisms, and mission-oriented capabilities make it one of the pre-eminent product and service contracts in the federal government. As such, NETCENTS is an important element of NCI's corporate strategy. It enables us to build a solid platform for growth while delivering value to

our customers, stockholders and employees. NETCENTS provides us an advantage as we seek to expand the level of services we provide to our customers.

We aggressively pursue task orders under NETCENTS to add important new customers and expand our service offerings. NCI offers a broad array of services, products and integrated solutions through NETCENTS to help our customers meet their critical missions and objectives. NCI is extending our core capabilities provided under NETCENTS in line with key market drivers and investing in a robust set of business solutions and offerings, including IT consolidation/modernization; geospatial search and visualization; information operations/warfare; information assurance and cybersecurity; program management, acquisition and life cycle support; sustainment engineering and obsolescence management; medical transformation/health IT; and full-spectrum training.

Over the past five years, NCI has been trusted by numerous major commands, program offices and combatant commands, including Air Education and Training Command, Air Force Materiel Command, Air Force Space Command, Air Mobility Command (AMC), Combat Information Transport System, Air National Guard, NORAD/NORTHCOM and USSTRATCOM.

There are a number of key programs that demonstrate the breadth and depth of the NETCENTS contract and our ability to deliver mission-critical services and products to our customers. For example, NCI provides the Air Force Research Laboratory Rome Research Site complete IT support for the information and finance directorates located in Rome, N.Y., including help desk, CSA, FSA, infrastructure

support, telephony and information assurance. In addition, NCI supports AFWAY II, a robust, scalable, flexible enterprise resource planning (ERP) system using the Oracle eBusiness suite to meet future strategic enterprisewide purchasing needs for all commodities and services. NCI provides effective solutions and workarounds and produces

significant lessons learned that have and will continue to benefit the entire Air Force ERP community.

At AMC, NCI provides Secure Voice over IP (SvoIP), integrated secure wireless, and MAJCOM C2 network support. NCI also provides USSTRATCOM/JIOWC/GCCS fully integrated Google enterprise search and geospatial visualization, supporting near-real-time information operations warfare planning, assessment and analysis.

Looking forward, NETCENTS-2 should continue to play an integral role in the Air Force's achieving its transformational initiatives. The vision for NETCENTS-2 includes a family of full and open and set-aside procurements covering net-centric products, telephony products and solutions, NetOps and infrastructure solutions, application services, enterprise integration and service management, and IT professional support and engineering services.

NETCENTS-2 will support the full IT life cycle, including legacy operational and sustainment activities, re-engineering of legacy capabilities into target architectures and environments, and future service-oriented capabilities. The NETCENTS-2 model should allow for increased innovation and the ability to more rapidly provision and field capabilities.

Achieving the Air Force's transformational goals in an incremental and evolutionary manner requires that it have a set of contractors under a common set of standards and architecture within a single contract vehicle, ensuring consistency across the actions of the multiple contractors. NCI believes NETCENTS-2 will play an instrumental role in achieving these objectives. NCI has been a trusted partner of the Air Force and NET-

CENTS, and we look forward to continuing our trusted relationship with the Air Force and delivering mission-critical services and solutions to customers worldwide.



Norris Connelly

[nconnelly@nciinc.com](mailto:nconnelly@nciinc.com)

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*Norris Connelly is senior vice president of Air Force programs for NCI Information Systems, Inc.*

# NETCENTS

**NORTHROP GRUMMAN**

## **NORTHROP GRUMMAN FOUNDATION FOR C4I SUPPORT TO THE WARFIGHTER**

**By Ed Moore**

The bottom-line goal of the NETCENTS contract is to provide standardized network infrastructure required to get the right information to the warfighter at the right time to ensure mission success.

For five years, NETCENTS has provided the Air Force, Department of Defense and other federal agencies with a primary source for network-centric infrastructure equipment and systems, to include the requisite system engineering, installation, integration, deployment, operational support, and life cycle maintenance. A key objective is to migrate toward a family of DoD standardized networking solutions, which are based on commercial standards but are also interoperable with Air Force, joint and DoD standardized networking technical architectures, including support of the Global Information Grid (GIG).

While there were some initial growing pains, the overall NETCENTS process to post opportunities, accept proposals, evaluate responses, make awards and properly execute task orders has developed into a streamlined and efficient methodology for both products and services. Most products are now delivered within 30 days of an award—frequently sooner—and most services are initiated immediately following an award. The NETCENTS contract has provided its customers with the benefit of competitive pricing with an overall reduction in the amount of labor and time involved to award an individual contract.

Northrop Grumman has had numerous successes on the NETCENTS contract and currently leads all other primes with more than \$1 billion in NETCENTS awards to date, out of a total of \$5 billion that has been awarded on the entire NETCENTS contract. Northrop Grumman has been most successful on the services side of the contract. Approximately 93 percent of our

awarded value has been as a result of service awards.

Key Northrop Grumman service task order awards include: Vulnerability Lifecycle Management System (VLMS); Defense Knowledge Online; Defense Travel Services;

Air Force Equipment Management System; Commander Navy Installations Command IT and telecom support; and Host-Based Security System (HBSS).

Each of these task orders was achieved by the proper utilization of both large and small business partners, as well as multiple business sectors within Northrop Grumman. Getting the right combination of players for each task order was and is critical to winning and the proper execution of each task order. This was an early focus of our program management office, and continues to be very successful.

Northrop Grumman believes that network-centric communications plays a critical role for both military and national security. The current world situation (both in terms of threat and funding) requires that all services operate jointly to meet emergent threats in a timely and cost-effective manner. This requires not only joint interoperability between the services but also with other DoD and intelligence agencies.

The only real way to achieve the required commonality and interoperability is best expressed by the Combat Information Transport System motto: “single architecture, with standardized products.” The days of stovepiped solutions with differing standards across multiple commands need to finally come to an end. However, as our dependency on common centralized data repositories grows, the need to ensure that data is adequately protected, to ensure availability at the critical moment, becomes even more paramount. The use of contracts such as NETCENTS and the follow-on NETCENTS-2 provide the means to achieve that end.

Northrop Grumman maintains the “pulse” of our NETCENTS customers. We have taken the lead in our customer’s evolution of critical cyberdefense initiatives by providing more than \$75 million worth of

security services, including the installation and support of the Air Force network defense initiatives of VLMS and HBSS.

LMS is an automated and centralized network vulnerability management of classified and unclassified networks, and deploys the Joint Task Force-Global Network Operations mandated tools that provide the Air Force with tools and processes for real-time vulnerability scanning, remediation, quarantine, reporting and information sharing. Additionally, we’ve provided HBSS, used to provide local computer defense of critical systems and devices on the GIG.

HBSS provides DoD with a significant capability to defend all computers across the department’s unclassified networks and enables system administrators improved situational awareness in the fight against cyber-attacks. These tools ensure vital network capabilities are available at all times to warfighters.

Furthermore, Northrop Grumman’s work under NETCENTS has contributed to DoD’s transformation of existing operational capabilities. In order to realize a seamless joint network of information and engagement grids that link sensors, command and control cells, and tactical units to support future war fighting capabilities through the GIG, the company has partnered on critical joint initiatives, including Defense Knowledge Online and Defense Travel Service, to provide an enterprise capability across DoD to our service men and women.

The HQ 754th ELSG has been an exceptionally good partner to work with on NETCENTS. They essentially serve as an additional partner for each of the prime contractors and greatly facilitate the use of the NETCENTS contract across DoD. Northrop Grumman found this relationship to be important enough to add a dedicated deputy program manager to work with them on a daily basis in Montgomery, Ala. We look forward to continuing our strong partnership for the remainder of NETCENTS and into NETCENTS-2.

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*Ed Moore is NETCENTS program manager for Northrop Grumman Information Systems. He can be contacted at [ed.moore@ngc.com](mailto:ed.moore@ngc.com).*



## **TELOS** **IMPROVED NETWORKING AND IT** **SECURITY**

By **CHARISSE STOKES**

Since the Air Force awarded the original NETCENTS contract in September 2004, the contract vehicle has provided a competitive edge for the federal government by reducing the time to market for critical networking and communications equipment and services. The five-year, \$9 billion Air Force IDIQ contract enables government agencies to purchase mission-critical hardware and software, network-centric voice, video and data products and services, and telephony solutions from a group of prime contractors.

"NETCENTS has transformed the government procurement process by offering a single source for secure, high-performance, cost-competitive solutions for network-centric applications to support and enable government and Department of Defense missions, functions and operations," said Charisse Stokes, senior director, Southeast operations and NETCENTS program manager for Telos, which serves as a small business prime on the contract.

Prior to NETCENTS, no standard contract existed in which the government could order integrated network solutions. The Air Force, for example, used a Navy contract vehicle for its IT and telecom requirements, and in some cases, it used piecemeal software and hardware for its networks.

"This practice was not in the best interest of national security; it did not help protect the nation's IT and communications resources," said Stokes. "Furthermore, this practice did not support

mission-critical operations with innovative technology. NETCENTS changed this and enables the government to put in place the best networking technology and the latest IT security solutions."

An example of a valuable development to come from NETCENTS is the establishment of the Air Force Application Software Assurance Center of Excellence (ASACoE), located at Gunter Annex, Maxwell Air Force Base, Ala. ASACoE ensures that application security best practices are incorporated across the Air Force and enables the Air Force to identify critical vulnerabilities and secure its applications. With the additional security provided by ASACoE, the Air Force is better able to defend against application-level attacks, protecting sensitive information that in turn helps protect the nation.

Telos was awarded an initial task order, which has a ceiling of \$75 million, to establish the ASACoE in September 2007. To date, the center has conducted 260 software assurance assessments and identified numerous vulnerabilities. The assessments were conducted jointly with Air Force program developers in an effort to make the assessment process part of the software development life cycle.



**Charisse Stokes**

[charisse.stokes@telos.com](mailto:charisse.stokes@telos.com)

Air Force, last year, ASACoE performed code analysis and training for a variety of other government agencies, including the Department of Veterans Affairs and the Judge Advocate General, reducing the risk and cost associated with application vulnerabilities.

This year, Telos received a NETCENTS task order modification of \$6.7 million to further support ASACoE. The task order includes training classes and services to provide software licenses. The modification brings the total value of the ASACoE task order to more than \$16 million.

"Via NETCENTS, Telos is supporting new technologies that can be employed to help the government enhance its communications capabilities and protect the nation from IT security threats," Stokes added. "Some of these new technologies that the government can access under NETCENTS had not been previously available to government agencies."

Telos posted more than \$230 million in new sales from the Air Force's NETCENTS program in fiscal year 2008, which is more than any of the contract's eight primes. Among the many NETCENTS wins for Telos are a \$13 million task order for the Defense Message System at the Pentagon Telecommunications Center, and a \$6.3 million order for Air Force Defense Message System program management.

NETCENTS has promoted network-centric communications, which is critical to ensure the speed, accuracy and quality of decision-making information that is available to federal and civilian agencies, according to Telos. The firm is leading the way to provide the enterprise-class network infrastructure backbone for secure voice and data communications for customers in support of their operations.

Telos' offerings under NETCENTS are voice, video and data communications; secure wireless networking; information assurance; application software assurance; vulnerability and penetration testing; enterprise messaging; secure credentialing; telephony including VoIP; COTS products; system solutions and engineering services; inside/outside plant engineering systems hardware and software; systems management, operations and maintenance support; configuration management; training; centralized logistics and inventory management support; worldwide depot support, spares and supplies; outsourcing and services support; and engineering/IT/specialty experts. ★

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*Charisse Stokes is senior director, Southeast, and NETCENTS program manager for Telos.*