

TECH **BISNOW**

Last Night's National Security Panel

November 12, 2008

Last night we were intellectual visitors at **Congressional Country Club**, resisting the temptation to pull our clubs from the trunk, and instead listening carefully to the experts about what national security and defense policies a President **Obama** will bring to the **White House**. We joined more than 100 CEOs in an invitation-only event hosted by **Benchmark Executive Search, KippsDeSanto** and **Venable**.



Former Director of the CIA's National Clandestine Service **Jose Rodriguez**, former DHS Deputy Secretary **Michael Jackson**, KippsDeSanto's **Kevin DeSanto**, former NSA deputy director **Bill Crowell** and KippsDeSanto's **Pack Fancher** and **Bob Kipps**. Michael says TSA has **\$4 billion** worth of technology bought after **9/11** that is about to reach the end of its lifespan and needs to be **replaced** at cheaper

cost, telling CEOs to think of alternative financing during a down economy. “Don’t just sell your gizmo – lease it, market it as a service,” he urged.



Trust Digital CEO **Nick Magliato** and Venable’s **Rob Burton**. If Rob looks familiar, it’s because this summer he retired as the Deputy Administrator of the **Office of Federal Procurement Policy**, the highest ranking civilian in that agency after 30 years. He joined Venable in September in their government contracts group after vacationing at ... *SeaWorld?* “I saw the original **Shamu** – I almost **got splashed!**” Rob says. (We don’t think he’s joking.)



Intelligent Decisions' **Joe Armstrong** and Marine Corps **Maj. Gen. Michael Ennis**. We were smart enough to wish the general and the Corps a happy **233rd birthday** yesterday, a topic he discussed the night before at a ball in **Geneva**. "You know why we celebrate our birthday? Because someone **told us to**, and we always **follow orders**," he says.



Benchmark's **Jeremy King**, **Heather Young** and **Pete Bianco**. Benchmark is a boutique retained executive search firm representing technology clients in both the federal space

and in software.



S4 CEO Chandu Shah and **INDUS Vice Chair Carleton Jones**. Chandu's company does 100 percent of its work with the **Air Force** and the joint task forces, specializing in strategic communication. A lot of the work stays inside the Pentagon (doesn't everything?), but we did get Chandu to talk about the movie he wrote and produced, "Quarter Life Crisis." "It's just out on DVD – it's a small film, but the next one is going to be a biggie." So if you're updating your **Netflix cue** this weekend...



Berico Technologies' **Nick Hallam**, Citizant CEO **Raymond Roberts** and Yakabod CEO **Scott Ryser**. Scott tells us his company builds **knowledge networks** (think a social network that connects people on ideas and expertise instead of friendships). Scott is lead singer of a rock band "**Mile Nine**," a group he compares the sound of to **U2** and **Porcupine Tree**. Speaking of those **about to rock**, Raymond is seeing **AC/DC** this weekend from a private box at the **Verizon Center**.

ALSO LAST NIGHT...



JD Murphy, right, CEO of Computech and former Chairman of the **Maryland Tech Council**, at last night's Lab School fundraiser for 1,000 at the Washington Hilton. JD's been going back and forth a lot to his home in **Boca Raton**, though made a point of seeing his fave **BC** beat **Notre Dame** for the sixth time in a row on Saturday in Boston. With him, **Mary Ann** and **Ned Krause** (he's CEO of EJ Krause Communications, which puts on lots of telecom trade shows around the world), **Neil Cullen** (CEO of Bethesda-based **Cullen Companies**, a private equity investor in local real estate), and JD's wife **Geni**.

David Stegon is way too excited about the premiere of "Top Chef: New York" tonight. Send better TV choices and story ideas to David@Bisnow.com

