



Capabilities Summary

A Member of:

National Defense Industrial Association

Association of the United States Army

The US Navy League

American Society of Naval Engineers

Society of Naval Architects and Marine Engineers

U.S. Air Force Association

Armed Forces Communications/Electronics Association

Society for International Affairs

ADI Technologies, Incorporated (ADIT) is a full-service government acquisitions and business consulting company, based in the Washington, D.C. metropolitan area. ADIT provides advice and assistance to domestic and overseas companies wishing to expand in the United States, particularly in the military, homeland defense, transportation, commercial shipbuilding, and environmental arenas. Similarly, ADIT provides advice and assistance to U.S. companies wishing to expand overseas by exploiting the Foreign Military Sales organizations within the U.S. and the U.S. Embassy organizations in foreign countries, as well as through ADIT's network of contacts abroad within Ministries of Defence, and other key organizations.

ADIT is functionally organized into five divisions: Marine Systems, Land Systems, Aerospace/Electronics Systems, Information Technology and Products/Services. Such an organization permits specialization for each client's particular needs, but at the same time, promotes collaboration between the divisions enabling the more efficient/strategic use of resources. Summary of capabilities are as follows:

1. STRATEGIC MARKETING

- a. **Conduct market analysis and studies:** Utilizing our broad knowledgebase, industry and government contacts, and staff researchers, we are able to compile and produce valuable market information, which our clients use to better understand the competition, marketplace opportunities, potential partnerships, and a variety of other issues, allowing management to make better decisions regarding such topics as: resource allocation, risk assessment, or national/international marketing strategies.
- b. **Influence the requirements and specifications before competition:** We gain access to the customer requirements and specifications (performance and product) as early as possible. This allows us to work with the user community and with our Client's engineers in an attempt to either influence the requirements (enhancing our competitiveness), or work with our Client's engineers to modify their design(s), to ensure the specifications are met for the competition. ADIT has access to an exceptional group of experienced systems application engineers and program managers that can give our Clients a competitive advantage. We also strive to present and demonstrate our client's products in front of the appropriate government technical personnel and program managers, in an effort to have new requirements and specifications designed around our Client's product.
- c. **Influence the political system to support our strategy:** We will develop and execute a strategy to influence Congresspersons and Senators to support, promote and defend our Client's, their programs and their products. Though we are not a lobbying firm, we have forged longstanding relationships with decision-makers on Capitol Hill, in the Pentagon, and other key governmental locations, and their staff personnel, allowing us the access and consideration needed to "be heard", as the need arises. This strategy has resulted in our successfully moving our Client's agendas forward at the highest levels, as well as our successfully obtaining Congressional "Plus-Up" awards for our Clients.

- d. **Conduct marketing and sales presentations and demonstrations:** Educate and influence the right engineers and decisions makers in the government acquisition system. Development of marketing and sales tools tailored for the customers. ADIT gets in front of the users and decision-makers, in order to prove the product's capabilities.
- e. **Develop winning strategies:** Identify and bring on teaming partners, subcontractors, or business alliances that will enhance competitiveness.
- f. **Collection of market intelligence and keeping abreast of market trends and changes:** We research various sources such as the internet and professional periodicals daily; initiate calls to our personal contacts in an effort to learn of industry and technology changes that could affect our Clients; and attend symposiums, industry days, conventions, and exhibitions in an effort to meet potential customers or partners, find out what the competition is doing, discuss issues and programs with the industry experts.

2. SALES:

- a. **Position for competition or sole source:** Correctly identify and understand the customer's acquisition strategy. Position products for sole source selection if possible. Ensure that our products are positioned for maximum advantage before going into competition.
- b. **Develop and execute the bid and proposal effort:** Develop proposal strategy, special skills and capabilities of proposal team, and supervise the proposal team effort. Write and compose the proposal. Prepare for oral presentation if required. Coordinate responses to questions from the customer based on the proposal submittal.
- c. **Conduct contract negotiations:** On behalf of the Client, lead negotiation team.

3. SUPPORT, AFTER CONTRACT AWARD:

- a. **Assist in the execution of the program:** Augment Client resources with expert personnel, as needed, in the areas of program management, engineering support, integrated logistics support, production, quality control, and contract administration. ADIT has served as Prime Contractor in situations which necessitate this approach for the benefit of the client, and customer. ADIT's ability to provide flexible solutions provides an added level of value for clients, allowing companies to leverage capabilities some may not have readily available.

4. SUMMARY:

- a. **Market products to any government organization:** We are thoroughly experienced in the government acquisition system, its regulations and rules and we can market to any organization such as (DOD, DOT, DOE, DOS, DOJ, DOC, DOL, EPA, etc.) and to any level such as (federal, state, county, city).
- b. **Experienced system application engineers and program managers:** With our engineering, user, and R&D expertise, we reduce Client learning curve by years.
- c. **Rapid and cost effective prototyping of equipment for military and other agencies.** We have facilities and capabilities to rapidly build complete system prototypes, which meet or exceed the customer requirements.
- d. **Total government acquisition system support services:** Provide right resources and skills to support Client through the entire life cycle of a program, from DEM/VAL to EMD to LRIP to full production to fielding and finally to obsolescence.
- d. **Alternative as Prime when the competition is a US Small Business Set Aside:** ADIT is a registered Small Business – a status which can be used to compete for certain set-aside programs that larger businesses can not qualify for. ADIT has served as Prime Contractor winning contracts for our Clients, which they were unable to compete for on their own.
- e. **Develop political support for strategies and products:** Ensure that politics support our cause and that our competitors do not have an advantage in this area.

Types of Products of Previous and Current Clients

- ◆ **Auxiliary Power Units (APU):**

ADI designed, developed, and managed the USMC Expeditionary Fighting Vehicle (EFV) APU system, and was awarded the EFV APU production contract for client.

- ◆ **Hydraulic Equipment:**

This international client has subsidiaries throughout the world; probably the world's largest manufacturer of hydraulic equipment, (e.g. pumps, motor valves, controls, transmissions). They provide hydraulic equipment for land, marine, and aerospace applications.

- ◆ **Electro-Optical ISR systems Manufacturer**

This high-tech client designs, develops and manufactures sophisticated long-range automatic, intrusion detection systems for border and perimeter security. Design and manufacturer aerial and maritime sensor systems used for detecting, recognizing, identifying and targeting from UAVs, helicopters, aerostats, naval vessels, ground vehicles, etc.

- ◆ **Automatic Fire Detection, Suppression and Extinguishing systems:**

One of ADI's longest standing client, specializes in the development and manufacture of military, commercial, and industrial fire extinguishing and explosion suppression systems as well as high speed electro-optic fire detection systems. They have also developed an environmentally-safe fire extinguishing agent known as SFE which is more effective by weight and volume than Halon 1301.

- ◆ **IED Defeat Systems and Technology Manufacturer**

This company designs and manufactures technologies used to defeat radio-controlled improvised explosive devices.

- ◆ **Passive Survivability Enhancements/Fire Protection Systems:**

They are the developer and manufacturer of fire proof coatings and explosion prevention wire mesh for fuel cells.

- ◆ **Micro-climate Cooling Systems:**

This 8(a) firm specializes in military and commercial cooling technology, used to reduce body heat of soldiers, CPU temperatures of computers, etc.

- ◆ **Diagnostic and Prognostic Equipment:**

This client's products correctly identify failures of rotating machinery prior to failure.

◆ **Light and Heavy Truck Manufacturer:**

ADI represents this manufacturer of wheeled vehicles, waste disposal equipment, fire fighting equipment, winches, recovery cranes, aircraft ground servicing, and transmissions.

◆ **Naval Engineering Design Firms:**

ADI has represented, and still does, multiple engineering design firms, providing solutions to the US Navy and Coast Guard.

- Designers and manufacturers of helicopter handling equipment, submarine bow-planes, naval deck machinery and mast-raising gear.
- Designers and manufacturers of naval hangar doors, scuttles, hatches, watertight doors, etc.
- Designers and manufacturers of weapons handling and towed sonar handling equipment, torpedo tubes, torpedo handling equipment, firing valves, shipboard waste processing systems, and aero-engine test stand equipment.

◆ **Industrial Shoe/Boot Manufacturer:**

This company is a manufacturer of waterproof and chemical protective footwear, protective clothing, and custom rubber compounds.

◆ **Electrical Components, for Naval & Land Forces:**

This overseas firm designs and manufactures shock-hardened switchboards.

◆ **Specialized Safety Coating Manufacturer:**

This US company is a “specialist” manufacturer and contractor in the provision of precision friction non-slip flooring systems and a leader in the design of high performance surface coatings.

◆ **Marine Safety Equipment Manufacturer:**

ADI represents this leading manufacturer of life saving equipment at sea, life rafts, inflation systems, hydrostatic release units, high pressure flex hoses, safety release hooks, floating knives, Michelangelos, pressure relief valves and various other equipment.

◆ **Ferrographic and Vibration Analysis Service Firm:**

This ADI client is a leading provider of reliable, cost-effective maintenance programs. Proven track record in reducing equipment failure and improved safety along with increased equipment reliability.

◆ **Geographic Information Technology Company**

This small firm is a software developer for the digitization of topographical maps.

◆ **Mobility Simulation Technology Company**

This overseas firm designs, develops, and manufactures “six-axis” motion simulators.

Principals

Jerry Brown

President

(LtCol, US Army, retired)

Mr. Brown has over 30 years experience in the US Government Research, Development and Acquisition (RDA) System. His extensive experience includes program management, integrated logistics support, subcontract administration, and contractor support and liaison. Mr. Brown performs coordination with the customer on technical, administrative, business, testing, integrated logistics support, system analysis, and marketing matters. He has worked on various US Government development programs some of which include: M60 Tank Series, Abrams Tank Series, Bradley Fighting Vehicle Series, M88A2 Improved Recovery Vehicle, Halon Alternative and Automatic Fire Extinguishing System, USMC AAV Alternate Propulsion System Program, USMC AAV Auxiliary Power Unit, USMC Light Armored Vehicle Hydraulic System Upgrade, US Navy Arresting Gear Program, US Army Ground Base Radar, US Army High Mobility Engineer Excavator System, US Navy Chemical Suits, JLIST Program, US Navy Hydrostatic Release Mechanism for Life Boats, Propulsion System for the Crusader Vehicle, US Navy Ship Board Deck Coating Qualified Products List (QPL) Program, USMC Light Rough Terrain Forklift Program, Joint Program MRAP Survivability Systems, and USMC Combat Tactical Vehicles (CTV) Joint Light Tactical Vehicle Prototype Program. Coupled with his wide range of RD&A experiences, Mr. Brown is a Vietnam Veteran with numerous operational experiences in both peacetime and combat, including: armor, airborne, Ranger, maintenance, logistics, Foreign Military Sales, Research and Development and training. His last assignment while on active duty placed in the Pentagon serving as the Chief of the Armor Vehicle Group for the Assistant Secretary of the Army for Research, Development and Acquisition.

Upon retirement from the Army in 1988, he became the Director of Land Systems for Allied Defense Industries and in 1994, he and his partner, Terry Silampa, bought the Company from the previous owner and re-incorporated to become ADI Technologies, Inc. Mr. Brown is currently the President of ADIT.

CLEARANCE

SECRET (inactive)

EDUCATION

Florida Institute of Technology – MS, Management
The Citadel (Distinguished Military Graduate) – BA

LANGUAGES

Greek (conversational)

Terry Silampa

Vice President/Chief Financial Officer

Mr. Silampa has over 20 years experience with the firm, performing US Government marketing and consulting for both US and international clients. During his tenure he has gained extensive knowledge and experience in the areas of program management, contractor support, proposal preparation, the arrangement of international teaming and licensing agreements, subcontracts management, market research and general marketing activities. His duties also include responsibility for all financial and administrative functions for the company.

His client-base has included a variety of technologies, which include: arresting gear equipment, helicopter landing grids, hydraulic lifts, water-tight hatches, underway replenishment equipment, motion-platforms and wave generation systems.

He has participated in various US Government acquisition and development programs including the LPD-17 Program, where he served as the Program Manager; the Theater High-Altitude Air Defense System (THAAD), where he was Assistant Program Manager.

EDUCATION

University of Wisconsin (Madison) – BSEE

Charles Cepak

Vice President of Marketing & Sales

Mr. Cepak has over 20 years of marketing, sales, and technical experience. During the past 10 years with ADI Technologies, his position has required extensive involvement with numerous domestic and foreign companies providing them marketing, sales, program management, proposal writing, and contract administration functions. He provides developments oversight within DOD and the Department of Homeland Security, comprising 22 Agencies such as the USCG, TSA, and INS. He is currently managing several major Department of Defense projects with USMC, US Army, and US Navy. Key technological responsibilities include ISR and safety systems, ruggedized computers/displays, tactical truck development programs, petroleum products, power train, hydraulics, and cooling systems.

Prior to working for ADI he spent 10 years working for Mobil Oil Corporation. His last 4 years with Mobil were in Europe as the marine lubricants manager for the Former Soviet Union - is currently ADIT's lead consultant ExxonMobil's DoD oil business. During his tenure in Europe, he developed a multi-cultural sales force, managing offices in Vienna, Hamburg, Odessa, St. Petersburg, Moscow, and Vladivostok. His experience spanned across a broad spectrum of functions such as new business development, logistics planning and coordination between the US, Europe, FSU and Pacific Rim, contract negotiations, cultural diversity issues, international law and employee labor laws, marketing and technical training, consignee, distributor and blending plant operations.

CLEARANCE

SECRET (active)

EDUCATION

United States Military Academy, West Point – BS

LANGUAGES

German (fluent)

Richard E. Owen

Director of Marketing & Sales

Mr. Owen served as a United States Marine, performing both large and small-scale operational and logistical planning for activities in the US, Saudi Arabia, Kenya, Korea, Japan, Somalia, Bangladesh, the Philippines, Thailand, Egypt, and other locations worldwide. During this time, Mr. Owen served in the US Army's Friendly Forces Coordination Center (F2C2) as a liaison between the American and Egyptian forces; was involved in re-tooling the USMC Maritime Pre-positioning Force (MPF) Program; served as Administrative Chief for the Commanding General, 1st Force Service Support Group (1st FSSG), G-3 (Operations/Operational Planning); served three years on Instructor/Inspector Duty, in Pennsylvania; served as Public Affairs Liaison; served as Embarkation Chief; served as Logistics Chief, and other various billets.

After leaving his active duty service in the Marine Corps, Mr. Owen became involved in the financial planning industry, and later, the high-tech/technology industry. Mr. Owen's projects and experience span a wide variety of systems and technologies, which include: software, hardware and data-warehousing for bioinformatics companies; artificial-intelligence/neural networks for financial institutions; web-content filtering technology; internet video-streaming technology; software, firmware and hardware for communications systems and medical devices; natural language processing software, as well as many other programs, which span numerous industries.

After the "crash" of the technology market, Mr. Owen transitioned back into defense-related markets, and has been a principal with ADIT since 2005. Some of his clients and programs include unique technologies in the areas of EO/IR surveillance, detection and reconnaissance systems; specialized vehicle and facility armoring/blast mitigation products; personal "micro-climate" cooling technologies; RCIED defeat systems; Chemical/Biological protection technologies; and various other developing or critical defense technologies. Mr. Owen performs marketing, sales, technical consulting, program management, proposal writing, and contract administration functions for both U.S. and international clients, with regard to these technologies. His current programs include work with the Department of Homeland Security, Joint IED Defeat Organization (JIEDDO), the U.S. Army, the U.S. Marine Corps, the U.S. Navy, Royal Canadian Mounted Police, the UK Ministry of Defense, the Australian government, the Department of Energy, the U.S. Air Force, the Secret Service, and as well as other agencies and organizations.

CLEARANCE

SECRET (active)

EDUCATION

1993-94 Park University

1991-92 Luzerne County Community College