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**POTOMAC TECH WIRE -- July 6, 2006**

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**Job Postings:** Technical Recruiting Manager, Director of Communications, Controller/CFO, LSR Provisioning Specialist, Senior Project Manager, Java Developer, Business Development Manager, Project Manager Professional, Enterprise Architecture Consultants, PR Manager/Senior PR Manager, Quality Assurance Manager, VP Finance & Accounting, Senior Manager of Systems Administration, Cogent Account Executives, Business Intelligence Consultants, Project Manager, Implementation Consultant

**Events:** Earned Value & CMMI Virtual Seminar, NVTC Hot Ticket Awards Party, TiE-DC's "In the Crystal Ball: Internet Security," Hot Topics in Patent Law Symposium, "Dot Com" Cocktails and Networking, 6th Annual Army IT Day Office Space/Marketplace: Teqcorner Office Space, RecruitIT Program by Target Labs, Q&A with the Virginia Minority Supplier Development Council, Increase Sales & Customer Satisfaction

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**o McLean-Based Parature Lands \$13.5 Million in First Round of Funding**

McLean, Va. -- **Parature**, a McLean-based developer of customer-support software, said that it has raised \$13.5 million in its first round of funding from Vienna-based **Valhalla Partners** and California-based **Sierra Ventures**. The company said that it plans to use the proceeds to enhance its customer support and help desk software, as well as boost its sales and marketing efforts. Parature offers its software as a service to clients including Office Depot, ATI Technologies and Florida State University. The company's offerings are designed to help customers reduce their customer support costs and provide service information over the Internet.

[http://www.parature.com/press\\_release.aspx?ID=06-0020](http://www.parature.com/press_release.aspx?ID=06-0020)

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**o Raytheon Acquires Alexandria-Based Virtual Technology Corporation**

Alexandria, Va. -- Defense and government technology giant **Raytheon** said that it has acquired **Virtual Technology Corporation (VTC)**, an Alexandria-based developer of command and control, and modeling and simulation technologies. Financial terms of the deal were not disclosed. VTC, which has 125 employees, specializes in modeling and simulation, and was recently named to the Deloitte Technology Fast 500 list, which annually recognizes the nation's fastest

growing tech companies. The privately held company currently provides ongoing mission support for the Joint Automated Deep Operations Coordination System.

<http://www.raytheon.com/feature/vtc06/>

<http://www.virtc.com/>

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#### o **WSJ: Dulles-Based AOL Mulling Plan to Make Service Free**

Dulles, Va. -- In a bold move to reinvent its business model, Dulles-based **AOL** could soon begin offering its service free of charge to users who access its content either from a high-speed connection or through another dial-up provider, **The Wall Street Journal** reported on Thursday. Under a proposal from CEO **Jonathan Miller**, the company would fundamentally change from an Internet service provider to a content provider that derives the vast majority of its revenue from advertising. Subscribers who choose to stay with AOL as their dial-up provider would still have to pay their normal monthly fee -- as much as \$25.90 a month -- under the plan, though that number is expected to decline drastically from the current 18.6 million, as many migrate to high-speed connections to take advantage of the offer. AOL would lose as much as \$2 billion in subscription revenue under the proposal, but hopes to make it up with increased ad revenue and lower expenses, with thousands of marketing and customer service jobs likely eliminated. AOL has been steadily losing subscribers since the end of 2002, when it had about 26.5 million. The Journal said that a final decision by parent Time Warner is at least several weeks away.

[http://online.wsj.com/article/SB115215133247699165.html?mod=home\\_whats\\_news\\_us](http://online.wsj.com/article/SB115215133247699165.html?mod=home_whats_news_us)  
(subscription required)

[http://biz.yahoo.com/ap/060706/aol\\_fees.html?.v=4](http://biz.yahoo.com/ap/060706/aol_fees.html?.v=4)

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#### o **Mark Frantz Joins Reston-based RedShift Ventures As General Partner**

Reston, Va. -- **Mark Frantz**, a local venture capitalist involved in many regional technology and tech transfer initiatives, has been named a general partner at Reston-based **RedShift Ventures**, the venture capital firm formerly called **SpaceVest Capital**. RedShift, with \$270 million under management, focuses on advanced technology investments, including tech transfer from universities, government labs and corporate spinouts. Earlier this year, **John Higginbotham**, the founder of SpaceVest, announced his retirement. Frantz previously served as a partner at In-Q-Tel and spent five years at DC-based Carlyle Venture Partners. He serves on the board of directors of the Northern Virginia Technology Council (NVTC) and the Greater Washington Board of Trade, and has been instrumental in promoting increased technology transfer from the DC region's governmental and academic institutions to the private sector.

<http://www.redshiftventures.com/>

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#### o **Intelsat Completes \$3.2 Billion Acquisition of Rival PanAmSat**

Washington, DC -- Nearly a year after first announcing the deal, **Intelsat**, a provider of satellite communications services with major operations centered around DC, said that it has completed its \$3.2 billion acquisition of Connecticut-based rival **PanAmSat**. The combined company now has a fleet of 51 satellites, and serves customers in more than 220 countries and territories. PanAmSat is now a subsidiary of Intelsat, and its stock has been delisted from the New York Stock Exchange. David McGlade will continue to serve as CEO

of the combined company, while Joseph Wright, formerly the CEO of PanAmSat, has been appointed chairman. The company will maintain its U.S. headquarters in DC. The deal was first announced last August.

[http://www.intelsat.com/press/news\\_release.asp](http://www.intelsat.com/press/news_release.asp)

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#### o **JDA Software Completes \$213 Million Takeover of Rockville's Manugistics**

Rockville, Md. -- **JDA Software Group**, an Arizona-based maker of demand-chain software, said on Thursday that it has completed its \$213 million cash acquisition of Rockville-based **Manugistics Group**, a maker of supply chain and revenue management software. The deal combines two of the largest makers of software for the retail industry, with the combined company expected to have annual revenue of more than \$390 million, as well as 5,500 customers. The move is also expected to save the companies a combined \$25-\$30 million in operations, administrative and infrastructure costs over the next year. With the close of the acquisition, JDA said that it has landed a \$50 million investment from Thoma Cressey Equity Partners in the form of convertible preferred stock, giving the firm an 11% stake in the combined company.

<http://www.jda.com/PRDisplay.asp?ID=1582>

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#### o **McLean-Based BearingPoint Hires Chief Compliance Officer**

McLean, Va. -- In the wake of last year's investigation by the Securities and Exchange Commission, **BearingPoint**, the McLean-based management and technology consulting giant, on Thursday named **Russ Berland** as its chief compliance officer. Berland, who has extensive experience in business ethics and corporate compliance, will be responsible for reinforcing the company's "culture of integrity," as well as leading its compliance programs, BearingPoint said. He most recently worked at Hewlett-Packard's office of business practices, designing compliance systems, developing ethics and compliance policies and conducting internal investigations. He previously served as senior counsel at Compaq Computer.

<http://biz.yahoo.com/prnews/060706/dcth011.html?v=62>

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#### o **Briefly Noted:**

(Falls Church, Va.) Falls Church-based **USIS**, the largest provider of security investigations to the federal government, said on Thursday that it has been selected by the **Office of Personnel Management (OPM)** as one of several companies that will provide field investigation services for federal government background investigations. The overall contract has a total potential value of more than \$2.3 billion.

<http://www.usis.com/>

(Arlington, Va.) Arlington-based **Arc Aspicio**, a provider of management consulting and business architecture services, has named **Robert O'Keefe** as its CTO. O'Keefe previously spent several years managing technology strategy and implementation programs at Accenture.

[http://www.arcaspicio.com/arc\\_content.html](http://www.arcaspicio.com/arc_content.html)

(Washington, DC) **Quantum Leaps**, a DC-based non-profit promoting women in business, said that it will host a delegation of individuals and organizations from the U.K. who support women entrepreneurs. The delegation will visit DC July

10-12 to learn more about the resources that women entrepreneurs in the U.S. rely on to start and build their businesses.  
<http://www.quantumleapsinc.org/>

(Vienna, Va.) Vienna-based **AvcomEast**, a provider of architecture, integration, support and management tools, on Thursday named **Jon D'Andrea** as its corporate controller. D'Andrea has over 20 years experience in a variety of finance and accounting management roles.  
<http://www.avcomeast.com/news/controller.html>

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**Job Postings:**  
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**> Technical Recruiting Manager**

Applied Information Sciences, Inc. (AIS) has an immediate need for a Recruiting Manager to lead and manage all aspects of personnel recruiting in the AIS Eastern and Central Regions. This is a full time salaried position with full benefits. Salary range is \$50K - \$75K, commensurate with experience. Compensation can include quarterly bonuses for performance and meeting staffing needs. To apply for this position, please forward your resume and employment history to Monica Haskell, the AIS Director of Corporate Administration at [Monica.Haskell@AppliedIS.com](mailto:Monica.Haskell@AppliedIS.com)

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**> CoStar Group, Inc. -- Director of Communications -- Bethesda, MD**

CoStar Group (NASDAQ: CSGP) is the leading provider of information services to the commercial real estate industry. We are in search of a Dir., Communications to expand our visibility among journalists and the investment community. Serve as corporate press spokesperson, produce targeted communications for print, online and broadcast media, integrate PR and IR with corporate marketing plans, and monitor national and local media coverage. Ideal candidate will have min. of 10 yrs. of PR/IR experience with a public company, Bachelors Degree in a related field, and experience in the commercial real estate industry a plus. Please send resumes to [lfeinstein@costar.com](mailto:lfeinstein@costar.com)

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**> Controller/CFO, Telesis Management Corp - Reston, VA**

Telesis is a telecom procurement and management entity which has merged with another company and is seeking a qualified Controller /CFO to integrate and manage accounting and finance functions. Experience in budget forecasting, payroll, purchasing control procedures, billing, and project analysis a must. Knowledge in merger and acquisition due diligence and general telecom knowledge a plus. The position is available immediately and would report to the CEO. Please send resume and salary history to Dan Bommer: [dbommer@telesismanagement.com](mailto:dbommer@telesismanagement.com)

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**> HireStrategy -- LSR Provisioning Specialist**

A local organization is currently seeking a LSR Provisioning Specialist. This

position will be the primary point of contact for daily operational issues with the company's outsourced provisioning center. He/she will be the primary interface point between the company's customer, offshore team and internal team to resolve issues. LSR order and pre order provisioning knowledge is essential. The qualified candidate must possess solid knowledge of MS Office applications, including Excel. If interested, please submit your resume to [jobs@hirestrategy.com](mailto:jobs@hirestrategy.com), or click the link to view this position on the web, <http://www.hirestrategy.com/quicklinks/hire352.asp>

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#### **> Senior Project Manager, NPR Digital Media**

Responsible for leading the process with NPR Digital Media for multi-disciplinary projects that include technology, user experience, business, and editorial components; oversees the implementation of established project methodologies in accordance with best industry practices, managing schedule/budget/resource needs for projects, coordinating team member activities, and aligning stakeholder and business goals to result in innovative, high-quality interactive products and services. For detailed requirements, please visit <http://jobs.npr.org/>

To apply, send cover letter and resume, identifying position by number (#ptw 1511) and title, to: NPR: Human Resources Department; 635 Massachusetts Ave., NW; Washington, DC 20001-3753; Fax 202-513-3047

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#### **> Java Developer - AgentArts -- Herndon, Va**

AgentArts, a leading provider of Recommendations and Personalization solutions, is seeking a full time Java developer, based in Herndon, to work with existing and potential clients in implementing and customizing our recommendations and targeted marketing products. As a key part of a fast paced start-up team, you will interact with key clients and participate in technical pre-sales activities. Your strong Java and database (Oracle or SQL Server) skills will enable you to take a lead on customization development for our clients. Requirements: 5+ years professional Java development experience; Experience with large scale database driven transaction systems; Experience in defining product requirements and design documents. Send resume to [info@agentarts.com](mailto:info@agentarts.com) or visit [www.agentarts.com/positions\\_vacant.php](http://www.agentarts.com/positions_vacant.php) for more information

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#### **> Business Development Manager**

Federal Sources, Inc., the leading IT market research and consulting firm, is currently seeking a Business Developer for our Consulting Division. The successful candidate will: Perform business development services, including networking and research to increase business; Meet with current and potential clients to ascertain their requirements; Surface leads, manage opportunity pursuit, secure the relationships with key decision makers, and help develop them along with consulting team to close the business. Must have more than 5 years experience in business development activities with principal focus on the Federal Government. Must have proven track record in identification and capture of significant programs and developing winning proposals. Resumes will be accepted from June 28, 2006 through July 28, 2006. Send resumes: [BaileyD@Fedsources.com](mailto:BaileyD@Fedsources.com)

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### > Project Manager Professional - Bethesda, MD

The primary role of a Project Manager Professional is to act as the technical authority/administrator for the implementation programs within CodeRyte. This includes coordinating the entire implementation project schedules, guarantying the performance of project planners, organizing and ensuring an on-time and complete implementation. Qualifications: Project Management Professional (PMP) certification or equivalent experience and training; Technological background, preferably with implementation/integration experience and comfortable with the development of the product and natural language processing; Experience with complex processes within complex industries, especially health care, insurance and/or multi-feed transaction. Send resumes to: [jobs@coderyte.com](mailto:jobs@coderyte.com)

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### > Enterprise Architecture Consultants

World-renown EA/BP modeling vendor seeking enterprise architecture and business process analysis professionals with 2-4 years of experience in doing EA, BP, analysis, portfolio management, and implementation with commercial and federal clients for full-time employment. Must be willing to travel up to 85% periodically; many local (DC area) projects now. Work from home office when not onsite at client locations. Experience with EA/BP modeling tools and methodologies desired. Technical knowledge of application architectures, HTML and JavaScript desired - multiple openings. Excellent written and oral skills, and ability to work independently required. Bachelors degree and U.S. citizenship required. No phone calls please. Please send resumes to: [jhoey@mega.com](mailto:jhoey@mega.com)

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### > PR Manager/Senior PR Manager - SWsoft

SWsoft is looking for a talented PR Manager (or Senior PR Manager) to lead and drive PR, analyst relations and events. This is an important, visible role with much room for future growth. The primary responsibility for this position is to plan and execute a comprehensive communications strategy with the media, analysts, customers and partners. Candidate must have a successful and verifiable track record of PR/marketing experience and potential. Please send your resume and cover letter to [jobs@swsoft.com](mailto:jobs@swsoft.com). Subject should only and exactly include "PR Manager, SWsoft" to ensure consideration. More info is at [www.swsoft.com](http://www.swsoft.com)

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### > Quality Assurance Manager - Durham, NC

The QA Mgr leads a team of analysts and is involved in product visioning. Responsible for overseeing and creating test cases. Must have the capability to implement an automated testing environment. Strong experience with MS environments and SQL. Must know SDLC and be able to participate in product development (conception through release). Req: SILK, WinRunner, QTPPro or other auto testing tool; MIS/CS BA/BS degree; 5 years QA exp. Send resume to: [hr23@atstaff.com](mailto:hr23@atstaff.com)

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### > VP Finance & Accounting

The Vice President Finance & Accounting (the "VP") will provide effective financial and strategic leadership to help Care 2.0, Inc grow aggressively yet responsibly, in a profitable and sustainable manner. With the CEO, President, CFO, and other members of the Company's Executive team (the "E-Team"), the VP helps sets the "tone" for Management to foster ethical and responsible decision-making appropriate for management and best-in-class corporate practices. The Position is available immediately in Chevy Chase, Maryland. Candidates must have the following attributes: Highest degree of integrity, Superior leadership and communication skills, Knowledge of Customer Care or call center industry helpful but not mandatory, CPA Required, MBA Preferred but not required. Please send resumes to: [ptw@opus8.com](mailto:ptw@opus8.com)

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**> Senior Manager, Systems Administration -- VeriSign, Inc**

Senior Technical Manager of production operations in support of large, complex environments. Individual will have overall responsibility for production/QA environments, projects and maintenance activities relating to one of VeriSign's primary operations activities. Manage operational lifecycle of all projects in concert with project managers. Enforce strict adherence to operational processes. Responsibilities: Provide technical oversight/management of a staff of Systems Administrator professionals consisting of both Unix/NT engineering staff; Manage the day to day support of the production systems; Manage/monitor critical processes. Establish and assure adherence to budgets, operational SLA's, work plans and requirements. Send resumes to: [atheodore@verisign.com](mailto:atheodore@verisign.com)

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**> Sales: Account Executives -- Cogent Communications - Herndon, VA**

Cogent Communications (NASDAQ: CCOI), a multinational, Global, Tier 1 facilities-based ISP is seeking Account Executives in our northern VA. office! The primary responsibility is to generate new business via inbound leads combined with outbound prospecting over the phone. You need to be able to qualify, develop, close business and meet your monthly quota. Siebel skills are a plus! We will train and provide base salary, commissions, and bonus! \$75K+ at target goal. Please send resumes to [salesresumes@cogentco.com](mailto:salesresumes@cogentco.com)

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**> Business Intelligence Consultants -- Springfield, VA**

Data Management Group, the mid-Atlantic leader in Business Intelligence consulting, is looking for great people to join our growing team. We are looking for energetic and outgoing self-starters with experience in any of the following tools and applications: Crystal Enterprise, Cognos, Crystal Reports, Business Objects, Microstrategy. We offer excellent benefits and competitive pay. Join the exciting world of consulting. Send resumes to [resumes@datamanagementgroup.com](mailto:resumes@datamanagementgroup.com)

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**> Project Manager - Software Implementations**

TMA Resources is an innovative 150 person software company that offers CRM solutions to the non-profit and association marketplace. As a senior member of our Professional Services division, the Project Manager will manage

implementations of our flagship product in the Eastern US territory and will be responsible for limited ongoing account management post-implementation. Successful experience managing enterprise software implementation projects in vertical markets. Send resumes to:  
[recruiter@tmaresources.com](mailto:recruiter@tmaresources.com)

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**> Implementation Consultant - Sterling, Va.**

The Implementation Consultant will be responsible primarily for implementing the Unanet Web-Based Professional Services Automation (PSA) software solution for new customers. Successful candidate will have experience in consulting and implementing software solutions - preferably accounting, financial or professional services automation tools. Candidate will be responsible for training new customers and fielding some customer support calls. Job Requirements: 3-5 years of consulting experience -- preferable technology related. Ability to develop implementation plans with clients. Education: Bachelors Degree (MIS or CS preferred) Send resumes to: [Careers@unanet.com](mailto:Careers@unanet.com)  
Full description at: [http://www.unanet.com/about\\_unanet/careers/op3.html](http://www.unanet.com/about_unanet/careers/op3.html)

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3 day ad: \$225--5 day ad: \$325--10 day ad: \$550

**> Earned Value & CMMI Virtual Seminar - July 18, 2006**

Join us for a processMax Virtual Seminar sponsored by pragma Systems on Tuesday, July 18, 2006 from 1:00 PM - 2:15 PM (EST) processMax-CMMI now fully supports Earned Value Management. Don't waste valuable time and resources developing CMMI-compliant EVM processes from scratch when there is a proven approach that guarantees success. processMax provides managers with step-by-step procedures, integrated document management, automated workflow, and automated measurement and reporting on your intranet. Register online <http://www.pragmasystems.com>  
Phone: 703.796.0010 x.2

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**> 5th Annual NVTC Hot Ticket Awards Party -- July 13**

Join us as the area's "hottest" entrepreneur, Ted Leonsis, Vice Chairman of AOL, emcees our fifth annual awards party. Poolside at the home of NVTC President & CEO Bobbie Kilberg, the Hot Ticket Awards celebrates the efforts of entrepreneurial companies and individuals in our tech community. Be front and center as the winners are announced and find out who will claim the prestigious "Hot Ticket" titles! 5:30 - 6:30 pm Pre-Party for Finalists, Judges and Sponsors; 6:30 - 9:00 pm Awards Party; Kilberg Residence, McLean, VA; \$65 Members/\$85 Non-Members. For more information and to register: <http://online.nvtc.org/calendar/geteventinfo.cfm?event=HOTTICKET4>

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**> TiE-DC Presents "In the Crystal Ball: Internet Security" - July 12, 2006**

Featuring Ajei Gopal, CTO of Symantec. Keep abreast of new developments in

security technology you can't afford to miss, through the lens of Dr. Gopal's experience on the cutting edge. The event will take place on July 12th at 6:30 PM at the Sheraton Premiere in Tysons Corner. Don't miss this chance to hear from an industry leader on the future of this crucial technology. To register: <http://guest.cvent.com>, event code 6MN9FR9VT3V.

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**> Fifth Annual Hot Topics in Patent Law Symposium**

Hot Topics in Patent Law -- Fifth Annual Symposium to be held on Tuesday, July 18, 2006 at the George Mason University School of Law in Arlington, Virginia. Co-sponsored by the law firm of Banner & Witcoff, this annual event features two federal judges and the Commissioner for Patents of the U.S. Patent and Trademark Office. Learn about cutting-edge patent topics and earn 6 continuing legal education credits as part of the program. For more information, visit [www.law.gmu.edu/ip/hottopics2006](http://www.law.gmu.edu/ip/hottopics2006) or send an email to [event@bannerwitcoff.com](mailto:event@bannerwitcoff.com)

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**> 2nd Tuesdays: Monthly "Dot Com" Cocktails and Networking, July 11th**

The Capital Cabal continues the monthly New Media networking party -- 2nd Tuesdays. In July we stay at the private space at Gua Rapo, Arlington's Court House area, to network and relax. Join dozens of peers from agencies, associations, publications, government and solutions providers. July 11th -- 5:37 to 9:13PM, sponsored by Randstad, Strategic Marketing Group, Javien Digital Payment Solutions and Digital Industry. \$15 door fee: appetizers, first drink ticket, other goodies. For more information, go to: [www.capcabal.net/2ndTuesday](http://www.capcabal.net/2ndTuesday)

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**> 6th Annual Army IT Day by AFCEA NOVA & SCRA MYER**

6th Annual Army IT Day is almost here -- July 11, Sheraton Premiere in Tysons Corner. Brought to you by AFCEA NOVA & SCRA MYER, this year's theme is "LandWarNet -- On Point". Come hear keynotes from the Secretary of the Army, the Commanding General of AMC, the G-6, the G-8, the Mil Deps for Acquisition & Budget, the PEOs for EIS & C3T, and many others. Plus...A very special parallel program for small businesses, with speakers and one-on-ones. For more information and to register, go to: <http://www.afceanova.org/armyitday>

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**> Why Sublease When You Can TeqLease?**

([www.teqcorner.com](http://www.teqcorner.com)) - Located in Tyson's Corner, Virginia at the gateway to the federal technology corridor. Teqcorner has been designed to provide emerging technology businesses and start-up entrepreneurs with flexible and affordable Full Service Office solutions which include fully furnished office suites; telecom systems and high-speed T1. Additional services include day-to-

day operational services: concierge, IT consulting and, administrative services. Teqcorner offices range in size from 200 to 1,600 square feet; SCIF space built to DCID 1/21 construction standards. Guaranteed access to the office suites within 24-48 hours, allows clients to focus on their core business. Contact Myra Fitzwater at 703.286.0808 or via email at [mfitzwater@teqcorner.com](mailto:mfitzwater@teqcorner.com)

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### > Do You Have Too Few Recruiters For Your Technical IT Openings?

Do you need help finding IT candidates, but don't want to hire a full time recruiter? Target Labs is pleased to announce our RecruitIT program to address the need for short term IT recruitment assistance. Our proven IT recruiters will help you fill even the most difficult positions. Included with the RecruitIT program is access to our database of several thousand IT candidates and full tracking. For more information, please call 703-635-7472. Send emails to: [recruitIT@targetlabs.net](mailto:recruitIT@targetlabs.net)

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### > Q&A with the Virginia Minority Supplier Development Council

The Census Bureau recently reported large increases in the number of businesses owned by African-Americans, Hispanics and Asians. Cynthia Turner, chairman of the Virginia Minority Supplier Development Council and first vice president, supplier diversity, for SunTrust Bank, talked with Gerald L. Gordon, Ph.D., president and CEO of the Fairfax County (Virginia USA) Economic Development Authority about the increasing role that minority-owned businesses play in the U.S. economy and ways that minority-owned businesses can gain an even stronger footing in the years ahead. To find out more about minority-owned businesses, go to: [http://www.e-country.org/tw\\_potomac.htm](http://www.e-country.org/tw_potomac.htm)

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### > SaleBuild: Increase Sales & Customer Satisfaction @ \$1,800 per month

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