

=====

POTOMAC TECH WIRE -- Nov. 7, 2008

=====

Sponsored By: [ClearedJobs.Net](http://www.ClearedJobs.Net) - Security Cleared Recruiting Support
www.ClearedJobs.Net

- o Report: Technology to Play a Key Role in Obama Administration
- o Blue Square Energy Names New CTO and COO, Seeks Funding
- o Sprint Nextel Loses Subscribers, Swings to a Quarterly Loss
- o Tech Council of Md. Names Winners of CIO and CTO Awards
- o FCC Approves Use of "White Spaces" for Wireless Broadband
- o ITAC Expects Economic Downturn to Lead to More Online Fraud
- o Firefox Browser Market Share Hits 20% in October
- > ClearedJobs.Net - Cleared Job Fairs For Security Cleared Professionals
- o Briefly Noted: IBM, Customer Value Partners, Studio Center Total Production, IGLFA

Job Postings: [Cleared Job Fair](#), [TechExpo Job Fairs](#), [Accountant](#), [Ecommerce Operations Director](#), [.NET Developer](#), [Chief Web Architect](#), [Executive Account Manager](#), [Federal Financial Statements Manager](#)

Events: [Business Alliance Networking Event](#), [Infrastructure Readiness Webinar](#), [New Media Networking Salon](#), [Microsoft Government Contractor Summit](#), [Mid-Atlantic Innovation Showcase](#), [Mobile Outlook 2009](#), [Gartner Identity & Access Management Summit](#), [The One Party](#), [Internet Summit](#)

Office Space/Marketplace: [Loudoun Advantage](#), [Build Your Own SharePoint Staff](#), [Get More Executive Meetings](#), [Outsource Part Or All Of Your Marketing](#), [Rose Financial Services - Accounting Outsourcing](#), [Cost-Effective PR Results](#), [Teqcorner Offering the 1st Month Free](#), [Business On-Demand](#), [Bid-Winning Techniques](#), [Federal Level IT Content](#)

Full Ads below Briefly Noted Section
To Post an Ad, go to <http://www.potomactechwire.com>

o Report: Technology to Play a Key Role in Obama Administration

Reston, Va. – Technology is expected to play a critical role in President-elect **Barack Obama's** success in implementing many of his policy priorities, according to a new report by Reston-based **INPUT**. "While the financial crisis will put a strain on agency budgets, Obama's plans for healthcare, energy and homeland security have embedded technology requirements that could represent opportunities for the federal technology contracting community," said **Deniece Peterson**, principal analyst at the firm. Specifically, INPUT said that the use of **health IT, green IT, cyber security, unified communications** and **intelligence collection** and analysis could see a boost in the new administration. INPUT also reported that Obama plans to overhaul the performance and accountability metrics of federal agencies by reconfiguring the Program Assessment Rating Tool (PART) and setting stricter and more comparative performance standards.

<http://www.input.com>
<http://www.input.com/corp/press/detail.cfm?news=1405>

o Blue Square Energy Names New CTO and COO, Seeks Funding

ClearedJobs 



Upcoming Job Fairs

November 20, 2008
Tysons Corner, VA
- 11:00 AM to 4:00 PM -

December 5, 2008
Crystal City, VA
- 10:00 AM to 3:00 PM -

Other Services Include
Security Cleared Job Board
Resume Database Searching
Direct Marketing



www.ClearedJobs.Net

North East, Md. -- As the company reportedly attempts to raise at least \$25 million in a new round of funding, **Blue Square Energy** (BSE), a Cecil County, Md.-maker of silicon solar cells, has named **Stephen Costantino** as its CTO and COO. Costantino most recently served as vice president of the Technology Commercialization Group at Ben Franklin Technology Partners, leading the formation of the organization's clean tech initiative. He also was previously the CTO and COO at Oxane Materials. In his new role, he will oversee the technical development of the company's Bright Point line of silicon solar cells. Dow Jones' **VentureWire** reported that Blue Square is seeking at least \$25 million in new funding. The company previously landed \$6 million in angel financing.
<http://www.BlueSquareEnergy.com>
<http://biz.yahoo.com/prnews/081103/nem142.html?.v=18>

o **Sprint Nextel Loses Subscribers, Swings to a Quarterly Loss**

Reston, Va. -- **Sprint Nextel**, the large wireless operator with major operations in Reston, said on Friday that it lost 1.3 million costumers during the third quarter, as they either cancelled their service or switched to rival carriers. The company, which ended the quarter with 50.5 million wireless customers, reported a net loss of \$326 million during the quarter -- down from a profit of \$64 million a year ago -- as revenue plunged 12% to \$8.8 billion. The Kansas-based company also amended its three-year-old credit agreement, lowering its \$6 billion revolving credit line to \$4.5 billion. Spring also said that it has paid down \$1.0 billion of the outstanding loan amount under the amended agreement.
<http://biz.yahoo.com/bw/081107/20081107005271.html?.v=1>
<http://biz.yahoo.com/bw/081107/20081107005266.html?.v=1>

o **Tech Council of Md. Names Winners of CIO and CTO Awards**

Rockville, Md. -- The **Tech Council of Maryland** on Thursday night named the winners of its **2009 CIO&CTO Live Awards**, which annually honor the accomplishments of the region's most influential chief technology officers, chief information officers and senior IT leaders. Winners included **Ronald Bonig**, vice president and CIO of The George Washington University (Association/ Non Profit IT Executive of the Year); **John George**, the CIO of Vangent (Commercial IT Executive of the Year); and **Vivek Kundra**, the CTO of Washington, DC (Government Sector IT Executive of the Year). A complete rundown of the winners and further details are available at the links below.
<http://biz.yahoo.com/bw/081107/20081107005372.html?.v=1>
<http://www.techcouncilmd.com/cio&cto/index.html>

o **FCC Approves Use of "White Spaces" for Wireless Broadband**

Washington, DC -- The **Federal Communications Commission** (FCC) has voted to authorize the opening of unused portions of the broadcast spectrum -- known as **white spaces** -- to deliver wireless broadband Internet access. "Opening the white spaces will allow for the creation of a WiFi on steroids," said **Kevin Martin**, chairman of the FCC. "I fully expect that everything from enhanced home broadband networks, to intelligent peer-to-peer devices, and even small communications networks will come into being in TV 'white spaces'." The use of this spectrum was opposed by broadcasters, sports leagues and other event organizers, who fear the Internet signals may cause interference with their television or wireless microphone signals. Companies that have been developing white space devices and advocating for such services include Google, Microsoft, Motorola and

Philips.

http://hraunfoss.fcc.gov/edocs_public/attachmatch/DOC-286566A1.pdf (PDF)

http://hraunfoss.fcc.gov/edocs_public/attachmatch/DOC-286571A4.pdf (PDF)

o ITAC Expects Economic Downturn to Lead to More Online Fraud

Washington, DC -- The **Identity Theft Assistance Center** (ITAC), a DC-based nonprofit coalition of financial services companies, said that financial stress caused by the nation's current economic crisis could lead to more online fraud this holiday season. The organization is urging consumers to take extra measures to protect their personal data, such as monitoring their accounts online, obtaining a free copy of their credit bureau report, guarding their PIN numbers and keeping their anti-virus software updates, among other actions. "Times are tough right now and the last thing consumers need is to deal with identity theft, especially during the holidays," said **Anne Wallace**, president of the ITAC. "Be stingy with your personal information."

<http://www.identitytheftassistance.org>

<http://biz.yahoo.com/bw/081106/20081106005888.html?.v=1>

o Firefox Browser Market Share Hits 20% in October

Los Angeles -- The open-source **Mozilla Firefox** browser claimed 20% of the total market for the first time in October, **Webmonkey** reported, citing data from browser usage tracking service Net Applications. Market share for Microsoft's Internet Explorer was 71.3%, down from 78.4% during the same period a year ago. Firefox, which has stepped up its marketing efforts of late, is most popular in parts of Europe, where its market share reportedly is closer to 30%.

http://www.webmonkey.com/blog/Firefox_Hits_20PERC_Browser_Share_Worldwide

|||||

ClearedJobs.Net - Cleared Job Fairs For Security Cleared Professionals

ClearedJobs.Net presents its next two Cleared Job Fairs in Virginia for security cleared professionals. This career event features only cleared facilities employers such as Northrop Grumman, Booz Allen Hamilton, BAE, and Raytheon. If you are a cleared facilities employer looking for a strategic partner to assist in your security cleared professional recruiting, please give us a call to find out more about our services such as Cleared Jobs Fairs, resume database, job postings and direct marketing. 703-871-0037

www.ClearedJobs.Net

|||||

o Briefly Noted:

(Washington, DC) **IBM** said that it has won a new technology and services contract worth up to \$491.1 million from the **Department of Homeland Security**. Under the deal, the company and its partners will help move the U.S. Citizenship and Immigration Services (USCIS) agency to a new centralized and consolidated electronic environment. Partners include Blackstone Technology Group, Deloitte Consulting, EDS, Evolver, The Legacy Network, Sandler and Travis Trade Advisory Services (STTAS), Sapient, SI International,

Unisys, and Visionary Integration Professionals.
<http://www-03.ibm.com/press/us/en/pressrelease/25922.wss>

(Fairfax, Va.) Fairfax-based **Customer Value Partners (CVP)**, a provider of business and IT consulting services to large companies and government agencies, has named **John Dankowski** as a principal in the firm's public sector unit. Dankowski, who most served recently as a vice president at SRA International, earlier in his career occupied several senior White House positions, including a presidential appointment as special assistant to the President and director of White House operations.
http://www.cvpcorp.com/cvp_highlights/Dankowski_000.php

(Virginia Beach, Va.) **Studio Center Total Production**, a producer of more than 15,000 radio and TV commercials each year, has named **Jeff Russell** as its motion graphics designer. Russell has spent the past seven years as a motion graphics arts at the Christian Broadcast Network (CBN).
<http://www.studiocenter.com>
<http://media.prnewswire.com/en/jsp/myPRNJ.jsp?profileid=1140074&resourceid=3859361>

(Washington, DC) The **Gay Soccer World Championship**, being held in DC from June 14-20, said that it has launched its **new web site** at the link below. The launch of the site has also opened registration for the 2009 amateur soccer tournament.
<http://www.igfa2009.org/>

=====
Job Postings:

=====
To Post Jobs: http://www.potomactechwire.com/Job_Form.html
5 day ad: \$175--10 day ad: \$300

> ClearedJobs.Net - Cleared Job Fairs For Security Cleared Professionals

ClearedJobs.Net presents its next two Cleared Job Fairs in Virginia for security cleared professionals. This career event features only cleared facilities employers such as Northrop Grumman, Booz Allen Hamilton, BAE, and Raytheon. If you are a cleared facilities employer looking for a strategic partner to assist in your security cleared professional recruiting, please give us a call to find out more about our services such as Cleared Jobs Fairs, resume database, job postings and direct marketing. 703-871-0037
www.ClearedJobs.Net

> TechExpo Top Secret - Last Job Fairs of 2008

Don't miss the final hiring events of the year for security-cleared professionals. TECHEXPO Top Secret - November 12th in Baltimore, MD at the BWI Marriott & November 13th in McLean, VA at the Ritz-Carlton Tysons Corner. Interview with 100+ companies for your exciting new career in Information Technology, Engineering, Aerospace, Telecom, Project Management, Intelligence, Operations, Homeland Security, Research & more. For details visit: <http://www.TechExpoUSA.com>

> HireStrategy – Accountant

A large government contractor is looking for a Staff Accountant that has had experience with performing month end closing for large contracts. This individual will also be working

with petty cash reconciliations, billed and unbilled reconciliations, and P&L analysis. Government billing experience and knowledge of FAR regulations is required. If interested, please submit your resume to jobs@hirestrategy.com, or click the link to view this position on the web, <http://www.hirestrategy.com/quicklinks/hire522.asp>

> Director, Operations - Ecommerce & Technology

Responsible for the operations of the Ecommerce & Technology departments to ensure business continuity of external Vacation.com offered applications (Product Support) as well as the company's internal data and voice networks and enterprise applications. Require: Bachelor's degree in Computer Science, Engineering, Business, or related field. Master's degree is a plus. 8-10 years experience managing a diversified, both internal and customer facing Ecommerce and/or IT Operations/Product Support environment. Outstanding interpersonal/communications (oral and written) and analytical skills. Demonstrated leadership skills. Ability to identify and implement process improvements/best practices. Passionate, energetic and highly motivated to direct a staff of diversified Ecommerce/IT domains (Product Support, IT Infrastructure, Enterprise Applications) utilizing shared resources. Must have experience in building effective and productive working relationships across teams and organizational boundaries. Must have tool kit of SOPs, operational documentation templates. Result driven - dedicated to setting and achieving quantifiable goals for all aspects of the operation. Responsible for driving technology ROI. Must be hands-on and detail oriented. Developer skills or product support analysis/resolution skills. Will require on call and after hours work, periodically. Send resumes to humanresources@vacation-corp.com

> A Different Kind of .NET Developer

Rather than rattling off the laundry list of what we need, we'd rather tell you who we are. Then you can decide if this is a good fit for you. We spend most of our day building very complex software solutions for a myriad of customers that we like. Our development is the absolute core of what we do, and as such, we treat our developers very well. Like everyone else, we only want to hire top performers. For us, a top performer is a talented C#/ASP.NET developer with a strong sense of achievement and self autonomy. Although our developers rarely work outside of the office, it's important that they have enough confidence and professionalism to meet with our clients. Intellectual curiosity, integrity, adaptability, and a passion for technology are the core competencies that we value most. Send resumes to julie@solutionsdevelopers.com Visit www.solutionsdevelopers.com to learn more about us.

> Chief Web Architect

The Corporate Executive Board (CEB), a best-practices research firm, currently has an opening for a Chief Web Architect. Serving as the senior-most technologist for the Web, the Chief Web Architect will provide leadership on Web initiatives firm-wide. Key responsibilities include establishing vision, devising and driving technical strategy, and aligning Web technology initiatives. Qualified candidate will have 10+ years of experience leading technology initiatives, ideally in a data intensive product or services oriented company. Candidate must also have deep understanding of current technologies (specifically .NET) and best practice Web architectures. All interested candidates can apply by emailing his/her resume to, jonesl@executiveboard.com or apply [online](#)

> Executive Account Manager

Responsible for identifying, prospecting, selling and servicing clients in assigned markets. Experience required in B2B selling with emphasis on multi-level government vendors. Highly respected and growing government focused database and web publishing company located in metropolitan Washington, DC area. Six figure targeted compensation, base plus incentives. Work from home or office. Send resumes to smparis@carrollpub.com

> Public Relations Professional

Leading public relations/marketing communications firm based in Herndon, VA is in need of a PR professional to join its expanding team. We are looking for a high-energy Account Manager skilled at delivering PR results. Successful candidates must have a track record of crafting and delivering provocative pitches, writing press releases/byline articles/case studies, and pursuing executive speaking and award opportunities. PR experience is essential – understanding of government and information technology markets a plus. Successful candidate is highly-motivated, a strong communicator, and a talented writer who excels in working with both clients and the reporting community. Ability to juggle multiple projects is required, along with a willingness to support other client marketing-related efforts as necessary. We offer a competitive salary and benefits package with all the perks of working for a small, tight-knit company. Email resume with salary requirements to mary@connellyworks.com

> Manager Federal Financial Statements

Grant Thornton LLP is the U.S. member firm of Grant Thornton International, one of the six global accounting, tax and business advisory organizations. Grant Thornton's Global Public Sector is a global management consulting business with the mission of providing responsive and innovative financial, performance management and systems solutions to governments and international organizations. We are seeking an experienced manager to lead the entire government financial statement preparation process on a quarterly basis for key clients. This involves internal controls for accounting and budget operations and providing recommendations for improvements. You will manage a team tasked with accounting, BPI, system testing, and budget execution support services. This role requires a Bachelor's degree in Accounting or a related field and at least 5 years of experience in: Federal government accounting or consulting to the Federal government, federal financial statement preparation, CGFM and/or CPA a plus. Excellent benefits and professional opportunities come with a career at Grant Thornton. To be part of our fast-growing team, please send your resume to GPScareers@gt.com An equal opportunity employer.

=====
Event Postings:

=====
To Post Events: http://www.potomactechwire.com/Event_Form.html
3 day ad: \$225--5 day ad: \$325--10 day ad: \$550

> Business Alliance Networking Event

Unique networking and educational event featuring latest innovation and research in IT/Defense, Energy, Materials, & Life Sciences from two dozen universities. Ballroom full

of exhibits, multiple research presentations, and panel discussions with CXOs, VCs, and academic leaders sharing strategies for successful commercialization of university/federal lab research. Keynote: SRA Intl Pres & CEO Stan Sloane. To register/see complete agenda: www.businessalliance.org/innovation.html More info: info@businessalliance.org 703-993-4765. 7:30 a.m. - 12:30 p.m. McLean Hilton - Tysons Corner, VA. \$99/person (\$60 for WBJ readers) Host: Business Alliance of George Mason University

> Free Webinar: Next Gen Internet: Getting your Infrastructure Ready

IPv6 is a reality and as a communication provider you have to be prepared Day 1. Join us on Thurs., Nov. 13 at 2:00pm ET. Hosted by Command Information, spend 60 minutes to better understand IPv6 and your network and why you need to be ready including: The logical IPv6 migration timeline, Costs and technical challenges of transitioning my network, Aligning my company's product roll out and my network capabilities and more. Join executives Anil Simlot, Director, Technical Engineering at Qwest, Jeff Doyle, President, Jeff Doyle Associates and Doug Dangremond, Vice President, Command Information to hear what they're doing and to answer your questions. [Click here](#) to register today.

> New Media Networking Salon and "dot com" Cocktail Party

Ward off November's chill and connect with colleagues at The Capital Cabal's monthly New Media networking salon and "dot com" cocktail party, Second Tuesday, November 11th, 5:30 to 9:00PM. We meet at the private lounge at Gua Rapo, 2039 Wilson Boulevard in Arlington's Courthouse area, to network, schmooze, hire, invest, look for investments, research business ideas, job hunt and relax. Join dozens of professionals from agencies, associations, publications, non-profits, government and solutions providers. \$15 door fee includes appetizers, first drink ticket and door prize chance for cool stuff, like vino, a Gua Rapo gift certificates and tickets awesome events. Thanks to our sponsors Potomac Tech Wire, McKinley Marketing Partners, GeniusRocket, DBC Public Relations, NextGen New Media. RSVPs from web site appreciated but not required. <http://www.capcabal.net/2ndTuesday>

> 2nd Annual Microsoft Government Contractor Summit - Dec. 11

Back by Popular Demand! This full day Government Contractor Summit is geared exclusively for CFOs, CEOs, and VP of Business Development Executives from Government Contractor organizations. This Summit will be held on December 11, 2008 from 8 am to 4pm at the Fairview Park Marriott, Fairfax, VA. [Register](#) here or call 1-877-MS-Event and referencing Event code:103 238 8768. Interested participants can also send their contact information directly to czmuda@microsoft.com to be registered. This event will provide executive insights into planning for growth, exit strategies centering on acquisition and the election impact on Government Contracting. Among our Featured Speakers are Dan Mintz, CIO of Department of Transportation and Microsoft's Executive Director of EGovernment, Kim Nelson, Bob Kipps from leading Mergers and Acquisitions Firm KippsDeSanto and Co, industry expert William Mutryn from Holland and Knight. Choose from an additional 8 Breakout sessions featuring Best Practices on Earned Value Management, DCAA Compliance, Pursuit Management and Tax Exempt vs Taxable Products and Services. It is strongly recommended that you send at least two people from your organization to benefit from the multi-track sessions available. Please call 301-467-1412 for more information

> Mid-Atlantic Innovation Showcase, Nov 14

Keynote Speaker: Dr. Stan Sloane, President and CEO, SRA Int'l; 30+ other speakers/panel breakouts with CXO's, VCs and researchers. Meet industry and faculty experts and see ballroom full of exhibits and presentations of the latest research with commercial opportunities in IT, Homeland Sec, Life Sciences, Clean Tech, Materials and Life Sciences from more than a dozen universities and fed labs throughout the region incl: GMU, William & Mary, EVMS, GW, Hampton Univ, HRRP, JMU, JHU, Hopkins APL, MTECH, NRL, NASA Goddard, ODU, UMBC, UMd, UVA, USDA-ARS-OTT, VCU, VTech. CoHosts: ALCOVe, MAVVA, and the Business Alliance; 7:30 a.m. -12:20 p.m.; McLean Hilton, VA. www.businessalliance.org/innovation.html

> Mobile Outlook 2009 – Nov. 25 – Ritz Carlton, Tysons Corner

Mobile Outlook 2009 is part of the Potomac Tech Wire breakfast series that brings together senior executives in the Mid-Atlantic to discuss technology issues in a conversational, roundtable environment moderated by the editor of Potomac Tech Wire. The panel, on Nov. 25 at the Ritz Carlton in Tysons Corner, will focus on the overall outlook and major developments in the wireless industry, including the growth of wireless content, mobile advertising, WiMax, new mobile players, and mobile start-ups. <http://www.potomactechwire.com/seminar51.html>

> Gartner Identity & Access Management Summit - Nov 10-12, Orlando, FL

Identity theft. Unauthorized access to sensitive systems, data, credit cards, trade secrets ... exposed in a flash. Lost business because customers don't have access when they need it. Months spent producing regulatory compliance reports for auditors. Breaches of identity and access management (IAM) lead to billions of dollars of losses each year, both reported and unreported. On the flip side, there's the confusion, frustration and lost productivity organizations must deal with as they struggle to manage legitimate access for their employees, partners and customers to the electronic systems they genuinely need. The Gartner Identity & Access Management Summit is designed to help organizations address the growing exposure that IAM inefficiencies and lapses create. For more information and to register, visit gartner.com/us/iam or call 1 866 405 2511

> The One Party 2008 -- Call For Sponsors

Only one holiday event unites the DC metro area's premier advertising, marcomm, public relations, media, interactive and design organizations -- The One Party. Over 400 of the top professionals in the sector will attend this annual holiday event on Dec. 3 at Eye Bar in downtown Washington, D.C. In addition, there will be a promotional reach to 30,000+ area professionals. We are currently accepting sponsorships for this event that brings together the brightest industry professionals. Current sponsors include: Blue Sky Factory, GeniusRocket, Graham Staffing, OnDialog, R2interactive, Rock Creek Strategic Marketing and The BOSS Group. For more information on sponsorship, please email: sponsorship@techwiremedia.com

> Internet Summit 08, November 19th - Chapel Hill, North Carolina

At Internet Summit 08, get the inside view on the latest trends in internet business models, search marketing, social networks, ecommerce best practices, the mobile web, blogging, email marketing and more from senior executives from companies such as Microsoft, Google, AOL, Engadget, 1-800-Flowers.com, Lycos, Blogads.com, Lenovo, iContact, ChannelAdvisor, Trackur, LendingTree, Intel, ExactTarget and Lulu.com just to name a few. Join hundreds of internet executives, strategists and marketers for this one day content and networking packed conference, November 19th, in picturesque Chapel Hill, North Carolina. Register before October 10th and save. For more information visit www.internetsummitevent.com

Office Space/Marketplace:

To Post in Marketplace: http://www.potomactechwire.com/Services_Form.html
5 day ad: \$175--10 day ad: \$300

> The Loudoun Advantage: Choice, Convenience, Cost, & Concierge Services

Offering the choice of office, flex and industrial sites in three distinct geographies, the convenience of campus-style development with easy access to both Dulles Airport and a highly-educated workforce, the cost savings of our regionally-lower price points, and the concierge services of Loudoun County Economic Development, a business location in Loudoun can be a smart move in today's economy. The Department of Economic Development is here to guide you through it all, with expert advisory services, hands-on site selection and process assistance, and connections to the right business and community partners. Whether you're a new start-up, or an established company considering expansion or relocation, we know how much you're juggling. We're here to make it all easier, so let's get started. Check us out at <http://www.biz.loudoun.gov/Home/HowCanWeHelp/AboutUs/tabid/70/Default.aspx> We're more than you imagine.

> Are You Trying To Hire Qualified SharePoint Staff? Build Your Own!

How long have you been looking for a SharePoint Expert? Instead of hiring one, why don't you build one? Don't spend time and money looking for good people with SharePoint skills. Take the good people you have now and give them SharePoint skills. SharePoint Immersion is an intense 2-week program that combines lectures, hands-on exercises and real-world problem solving to quickly, but thoroughly get students up to speed on SharePoint. This program is ideal for SharePoint Administrators, Project Managers or Solution Architects. For more information about this program or any of our SharePoint training, contact us at 540-450-0657 or Training@SusQtech.com

> memoryBlue: Get More Executive Meetings - Free Prospecting Guide

Generating qualified meetings with key decision makers for high-tech sales executives on a daily basis, memoryBlue helps you grow a healthy sales funnel allowing you to focus on closing business and making money. Get your free prospecting guide and learn tips and techniques memoryBlue uses to surface qualified opportunities:
<http://memoryblue.com/services/prospectGuide.php>

> Outsource Part Or All Of Your Marketing Function To The Walker Group

If you've cut your marketing budget and are looking to remain competitive, outsource part or all of your marketing function to The Walker Group. We specialize in providing marketing services to emerging technology companies. The Walker Group's CMOs and marketing specialists are battle-tested, with numerous successful exits to their credit. Our clients include e-Security, Passlogix, Terremark, and Zenoss, among many others. Experienced leadership and operational execution from day one. Contact us at <http://walkerlimited.com> or 800-573-2570 for a no-obligation Marketing Optimization Assessment.

> Rose Financial Services - Accounting Outsourcing

Rose Financial Services, the Premier U.S. Based Accounting and Financial Outsourcing Firm, has been helping companies succeed since 1994. Using our time-tested PRICE™ methodology (Processing, Reporting, Internal Controls & Economies of scale) we provide value to your company by developing systems to routinely deliver accurate, timely, and relevant information. With years of experience, we can offer the guidance companies need to make better business decisions and succeed: Systems – Information – Guidance. Contact us today - We'll help you get there. Call or e-mail Lauri Rodich at 301-527-1130 x203 or lauri.rodich@rosefinancial.com or visit our website for more information - <http://www.rosefinancial.com> Excellence since 1994.

> Young & Associates: High-Impact + Cost-Effective PR Results

Since 1982 - in good and bad economies - Young & Associates (www.yapr.com) has helped emerging and high-growth technology companies reach target clients with highly successful, bottom-line results. Public Relations, a cost-effective way to garner market visibility and elevate your industry reputation, can be successfully tracked and measured. Just ask our local DC area clients, including a local search content management firm, a global outsourcing advisory provider and a telecom expense management company. In fact, 80 percent of our new business comes from client referrals. Young & Associates offers project and retainer services for traditional and digital media promotion, analyst relations, awards and speakers programs, eNewsletters, Web sites, podcasts and more. For more information or a tailored quote based on your needs, please contact Jennifer Mirabile at jenniferlm@yapr.com or visit www.yapr.com

> Teqcorner - Offering the 1st Month Free - Emerging Companies Will Stimulate the Economy!

Located in Tysons Corner, Virginia, Teqcorner can provide your company with cost-effective solutions, flexible lease terms; 3, 6 and 12 months; affordable services and solutions including Virtual Office Programs that offer professional telephone answering; concierge services, IT services and, support all under one roof! Office suites range in size from 150 s.f. to 1,600 s.f. including; TS Rated Suites and SCIF Suites built to DCID/121 standards. Teqcorner provides a calendar of events in the Center for you to attend. TeqConnect & TeqFOCUS - your "one-on-one" federal connector includes monthly networking events, speaker series, business mixers, and luncheons which bring our clients the tools and resources necessary to grow your business from Concept to Company! www.teqcorner.com - Contact Myra Fitzwater at 703.286.0808 or via email at mfitzwater@teqcorner.com

> Business On-Demand from ACF Solutions

Business On-Demand is a suite of pre-integrated, web-based, best of breed business applications configured by ACF Solutions to fit your needs. Utilizing SaaS (Software as a Service) technology, Business On-Demand allows you to build your business operations infrastructure in weeks, not months. We work with you to identify and define your business processes and then tailor the software solution to your business. Business On-Demand gives you the functionality you need to succeed. <http://www.acfsolutions.com/Serv-BusinessOnDemand.htm>

> Free Proposal Manager's Bid-Winning Techniques from 24 Hour Company

Subscribe to 24 Hour Company's free e-zine, Bid-Winning Proposals, for the latest in bid-winning intelligence, education and networking events. Sign up now at <http://www.24hrco.com/tech> Look for these articles in back issues open to subscribers: When Is the Right Time to Rehearse My Presentation; 7 Principles That Should Guide Your Proposal Process; Building a Task Order Proposal Engine; and What's So Different About Videotaped Presentations? And find out how to manage the proposal graphics process-no matter how you produce graphics, using temps, freelancers or in-house designers with 24 Hour Company live presentations for your entire proposal team, free at your DC area location. Inquire at <http://www.24hrco.com/freeonsite> or contact Mike Parkinson at 703-533-7209.

> Carroll Publishing - Largest Addition of Federal Level IT Content Ever

Carroll Publishing has added significantly more federal government data to its interactive subscription website. The detailed information includes: Program Assessment Ratings, information technology plans, capital assets and strategic plans; plus additional data at all levels including expenditures, employment and jurisdictional boundaries. These additions can be useful for your company, especially if you are a government vendor. Let Carroll Publishing assist you in constructing the strategy that will effectively align your company's products and services with the profitable government programs. Request a Free Trial at http://www.carrollpub.com/signup_gs.asp

=====

Subscribe to other newsletters from the Tech Wire Media Group:

- Potomac Tech Wire: <http://www.potomactechwire.com>
- Bay Area Tech Wire: <http://www.bayareatechwire.com>
- New England Tech Wire: <http://www.newenglandtechwire.com>
- Tri-State Tech Wire: <http://www.tristatetechwire.com>
- Southeast Tech Wire: <http://www.southeasttechwire.com>
- Digital Media Wire: <http://www.digitalmediawire.com>

Advertising: If you are interested in advertising in our newsletters, call Parul Nath at 301-656-0057 xt 1102 or send email to parul@potomactechwire.com

For Advertising Rates and Information, go to:
<http://www.potomactechwire.com>

Questions or comments? Send email to:
psherman@potomactechwire.com

News tips, press releases. Send email to:
editorial@potomactechwire.com

Tech Wire Mailing Address:
325 Pennsylvania Ave. SE
Suite 250
Washington, DC 20003

Copyright: CapWire Inc. 2008

To unsubscribe/change profile: [click here](#)

To subscribe: [click here](#)