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Stan the Man

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We love **SRA CEO Stan Sloane's** honesty. We asked him where he wanted the company to be in a year and he said **"bigger and more profitable."** As for the topic of SRA's higher-than-expected earnings announced **yesterday**, he says it's due, in part, to a growing pipeline of **new business** centered on aviation, energy and environment, cyber security, and health IT.



Part of its growth, he says, will also likely come in **acquisition**, as the company has a balance sheet **free of debt**: "We look for companies with a good track record, great growth, who also see an opportunity to accelerate that in **combination with SRA**." Stan points to its acquisition of **Sentech** last month as a prime example.

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As for upcoming business, he tells us SRA is **bidding** on the big **FAA NISC-III** contract, expected to be awarded this month. Routinely named among the country's **best places** to work, SRA celebrated the end of its fiscal year with a company outing to **King's Dominion**. (It won the largest contract in company history earlier this year: a **\$500 million BPA** from **USDA**, so we say a trip was in order.) And yes, Stan loves the roller coasters, but he'll be taking a more relaxing trip with his family to **Maine** next month, riding horses instead.



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Viva Revolution!



Yesterday, we sat down with **Leslie Downey**, founder of Silver Spring-based **RFID Revolution**, a five-year-old company that created a Web-based training course on **RFID technology** (how to apply it, and where to find **ROI**). "RFID Essentials" helps project teams and other stakeholders develop consensus around RFID projects and think more creatively about how they can use RFID. Leslie tells us the commercial market for it is getting a second wind after **Walmart** announced a few weeks ago it plans to put **RFID tags** on items (mostly clothing) to help **monitor supply**: "What Walmart is doing now **could be huge** for the industry."

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Leslie's company spent **three years** developing its online training and sells it mostly to large companies like **IBM and Michelin**, along with government clients like USTRANSCOM and the **Air Force**. It also partners with other companies like XIO Strategies, which has put it on its **GSA Schedule**. The underlying instructional principle: Create an **immersive environment** where the student interacts with the lessons **instead of clicking** on the "**next**" button on a slide show. In testing their understanding and forming their own conclusions, the student learns and **remembers**. With all the time she saves not having to actually teach in a classroom, Leslie loves to read (from magazines to history books), kayak, and travel, recently visiting her daughter who lives in **Juneau**.

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More on Gates



DoD consultant to the stars **Rob Guerra** has seen it all, so we got his take on **Sec. Gates'** big announcement: "I like the moves. Frankly, **both organizations were duplicative** of what were priorities in each military organization. In many cases, activities from the bureaucracy just confused people and made **decision making slow and cumbersome**. I think the next task becomes making sure that while the organization changes and staffing reductions are easy, **communicating** among the various commands will continue to be a challenge. To me at least, this isn't really new news. In '08 and '09, many of us thought that sooner or later the **BTA would cease to exist** or be transitioned into the workforce. As to the **reductions in personnel**, that will probably happen, but if there was truly meaningful work, they'll probably **assign that work** to individual organizations, assigning them as Executive Agent, much as the Army

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is the EA for Biometrics, etc. It will be a political hot potato, but if **anyone** can pull it off, it's **Secretary Gates**."




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