

AFCEAN OF THE MONTH

Mark T. Staples • Tokyo Chapter

Mark T. Staples is the country manager for business development in the Maritime Systems and Sensors sector of Lockheed Martin's Japan office. In this role, he coordinates business development for surface-to-surface ballistic missile systems, defense and surveillance systems, undersea systems, littoral ships and systems, radar systems and tactical systems. Major programs in Japan include Aegis ballistic missile defense, advanced acoustic programs, vertical launch antisubmarine rockets and cooperative research with the Japanese Defense Ministry in open architecture and radar.



As vice president for industry for the Tokyo Chapter, Staples nurtures the relationship between U.S. and Japanese organizations in support of chapter events. He coordinated with more than 60 companies to secure exhibitors and sponsors for the third annual Tokyo TechNet; as a result, vendor space for the event sold out.

The revenue generated by the conference benefits the chapter's scholarship programs.

In recognition of his enthusiasm and overall dedication to the chapter, AFCEA proudly names Mark T. Staples AFCEAN of the Month.

SMALL BUSINESS REPORT

AFCEA Hosts Small Business Workshop on Proposal and Orals Development

The AFCEA International Small Business Committee hosted a four-hour workshop on April 14 to discuss the development of proposal and orals presentations for federal government procurements. Tania Lester of EDS, a Hewlett-Packard company, gave a tutorial on the best practices employed for winning procurements. This offering was an excerpt from a training program EDS provides to its mentor-protégé companies and teaming partners.

Workshop topics included what makes a good orals presentation, how orals are evaluated and how to tailor a proposal to a specific audience. Lester also touched on external elements that impact an orals presentation, particularly environmental factors such as the time of day the presentation

takes place, room size, team size, body language of both the presenter and the client, and the client's unique perspective. She also described how to manage the presentation delivery, including aspects such as rehearsing timing, transitions, opening and closing statements, and working with presenters to achieve a high level of comfort during delivery.

Lester has presented to an AFCEA International Small Business Program-sponsored audience before. Her previous presentation focused exclusively on the written aspect of proposal development. Visit the AFCEA Small Business Web site at www.afcea.org/small-business/ to sign up for the AFCEA Small Business Program e-mail distribution list and receive advance notice of all upcoming offerings.

Slides for both presentations, along with a podcast of the proposal writing session, are available in the file repository on the AFCEA Small Business Web site. Podcast recordings and presentations from previous speakers also are located on the site.

Contact Tammy Goehring, manager, AFCEA Small Business Programs, at tgoehring@afcea.org or (703) 631-6119 for more information on the AFCEA Small Business Program and the Small Business Committee. The committee currently is accepting membership nominations. Committee membership is open to anyone with an interest in supporting the small business community—not just small businesses. Small business representatives from the government and large prime businesses also are welcome to join.

AFCEA members can update their records, renew their membership or change their address for *SIGNAL* delivery through the AFCEA Portal. Go to <https://afceaportal.org>.

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ASSOCIATION NEWS

NEW CORPORATE MEMBERS

Listed below are the latest organizations to become corporate members of AFCEA International. A capabilities statement for each new member will be published in this issue or in the future. A complete list of corporate members is available online at www.afcea.org/membership/corporate.

4U Services Inc., dba Stellar Services	Brocade	Institute of World Politics, The	Sapient Government Services
Able Information Technologies Inc.	Creative Network Cabling	Jayco mmi Inc.	SAS Institute s.r.l.
ACA Digital Corporation	Curzon Staffing Inc.	Kenjya Group Inc., The	Simac Technik CR a.s.
Advanced Technical Intelligence Center (ATIC)	Desktop Alert Inc.	Norsat International Inc.	Soft Tech Consulting Inc.
Allcases	Disabled Veterans Solutions Consortium Inc.	NTT DATA Corporation	Softmart
Apposite Technologies	Dovel Technologies	R1 S.p.A.	SpecPro Inc.
BlackBerry	FedStore	Riso Inc.	SyCon Corp.
BlueCat Networks	FedTechServices LLC	RobustPM, dba Robust Web Services Inc.	Teracore Inc.
	Glacier Technologies	Rohde & Schwarz Italia S.p.A.	Veris Group LLC
	HB Communications Inc.		Wave Systems Corp.
	iCIO Inc.		Xirrus Inc.

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Mary Allison Yourchisin Tampa-St. Petersburg Chapter

Mary Allison Yourchisin is an account executive in the aerospace and defense sector of Tech USA, which provides subcontracting and staff support services to the U.S. Defense Department, the Central Intelligence Agency, the National Geospatial-Intelligence Agency and the National Security Agency. Previously, she was a district manager, field sales manager and assistant manager at Vector Marketing.

Since joining the Tampa-St. Petersburg Chapter last year, Yourchisin consistently has assumed more



responsibilities in support of chapter and association activities. She has served as chair for the publicity committee and as assistant to the chair for the TechNet committee. She also is the incoming chapter secretary.

Yourchisin's solid contributions to the chapter make her a dynamic role model for other potential Young AFCEANs. As a result of her volunteerism, she has inspired many Young AFCEANs to join the chapter.

In recognition of her hard work, dedication to the chapter and promotion of the association's ideals, AFCEA proudly names Mary Allison Yourchisin AFCEAN of the Month.

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