



Transitioning Industry Into New Markets: Focus on Defense and Homeland Security

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Agenda

- Addressing On-Going Challenges
- Key New Homeland Security Market:
The Private Sector
- Green IT



Addressing On-Going Homeland Security Challenges

- 360 Global Supply Chain Security
- Intermodal Cargo Transportation
- Defending and Protecting Against IEDs
- Anti Identify Theft

Private Sector as a New Market

- The private sector is set to become the 2nd largest market for Homeland Security (HLS) products by 2011 behind DHS
- The private sector's procurement growth is expected to total \$28.5B between 2007-2011
- The largest private sector customers will be the chemical & petrochemical industries, the "Defense Industrial Base" and the IT Industry.

Source: Homeland Security Research Corp.

Green IT

- What Does “Green IT” Mean?
 - Optimizing Power Consumption
 - Improving Power Management
 - Reducing E-Waste
 - Developing and Implementing a Certification Process
- Gartner predicts that by 2010, environmental-related issues will be among the top 5 IT management concerns for more than 50 percent of state and local government organizations
- Federal guidance likely to become more stringent