



SENTAR

Sentar Inc

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Cyber Challenges and Acquisition One Corporate View

Defense Acquisition University Conference

Huntsville, AL

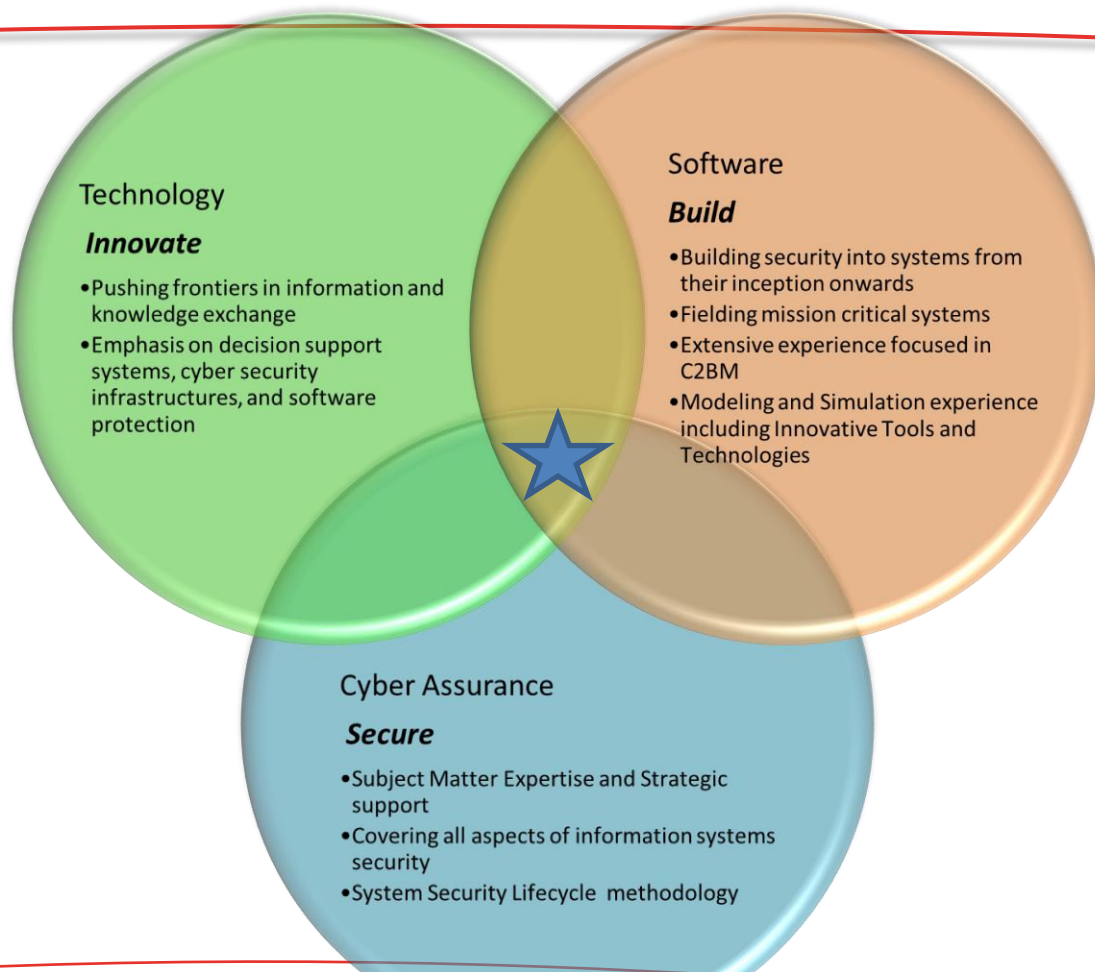
February 22-23, 2011

Content

- Why is Sentar here?
- Some Customer Challenges
- Thoughts on Cyberspace and Security
- One Contractor's View of Acquisition in Cyber
- One Concept for Future Acquisition

Mission & Focus

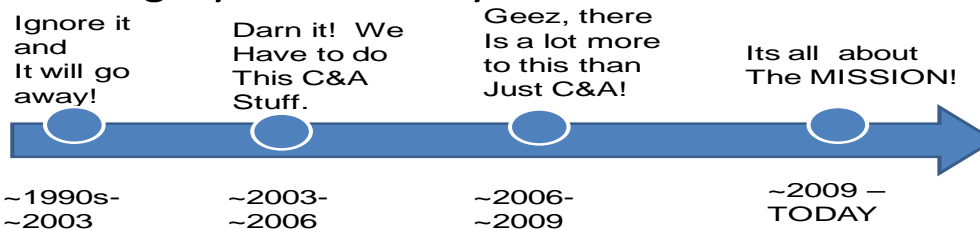
- Sentar is a **Women-Owned Small Business** focused on Combating the dynamic national cyber threat through leap-ahead end-to-end secure solutions
- Focused on leveraging our expertise across three business areas to provide comprehensive solutions that address customer cyber needs



We help our partners resolve their mission-critical Cyber problems

Customer Challenges

- Shifting Perspectives - Cyber Security as a long-term strategic approach
 - » Integral part of the lifecycle
- Re-framing Cyber Security as a mission enabler



- Budget Crisis
- As a whole, the threat is not taken seriously enough
- Cyber demands agility in solution development
- “In Cyberspace, it is 8:45 AM on 9/11/2001”-Erik Mettala, former DARPA PM and VP at McAfee Research



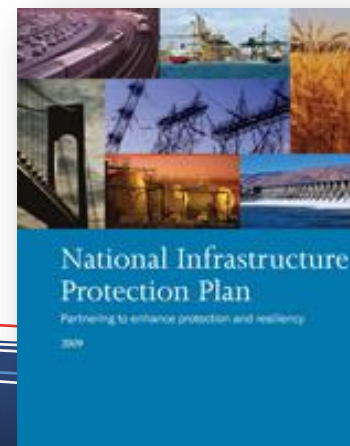
Thoughts on Cyberspace and Security

- Cyberspace can be thought of as a 5th dimension-changes everything
- Security is an Illusion
- We have more information then we can process or know what to do with
- Offense (125 SLOC) and Defense (10M SLOC) are asymmetric
- We cannot go back or shut it off (at least not in the US)
- The more connected we are, the more vulnerable we are
- It is big and complex-like an elephant. We are the blind men
 - » Hardware (PCs, Mobil phones, printers,..)
 - » Software (Operating systems, COTS applications,..)
 - » Networks (wired, wireless)
 - » Operations and humans in the loop
 - » Policies and Procedures
 - » Weapon/Mission Critical systems



Responsibilities/Authorities in Cyberspace

- NSA: Knows the threats and gathers information
- CYBERCOM: Defend the DoD networks (Systems?)
- DHS: Defend the Government Networks (Systems?)
- Services: Assure their weapon systems carry out their missions
- Commercial sector: Each company protects it's own interests
- Who Protects the Civil Networks and Systems?
- And, by the way, Most (all?) are connected



A Contractor's View of Acquisition

- US Government acquisition systems is geared to programs with life cycles of years and decades
- Also geared to Large contracts with large companies
- Cyberspace and threats have life cycles of days and weeks
- The bad guys are innovating continuously
- Our acquisition systems responds with
 - » Analyze the threat
 - » Determine defense requirements
 - » Define program to counter
 - » Etc. etc.
- This dynamic reminds me of the laws of thermodynamics
 - » You cannot win
 - » You cannot break even
 - » You will loose



Some needed changes

- Continuous Innovation
- Engagement of Small Innovative Companies directly
- Engagement of Non-Traditional players (e.g. hackers)
- Collaboration and integration across the board (academia, LB, SB, Govt. Labs, etc.)
- Extremely rapid acquisition
- New models for contracting
- New views of cost/benefit and risks



One Idea

- Small open-ended contracts for R&D
 - » Have a funded base for each team (e.g. \$1M/year)
 - Enables continuous innovation
 - Provides stability for team
 - » Have Task Orders for specific needs as they arise
 - » Use Task Orders to mature innovations as they show promise
 - » Can award competitively or Sole Source to proven R&D teams
- Potential ROI
 - » 10 fold increase in innovative ideas and products
 - » 10 fold increase in time to implementation

What is hard for SBs

- Continuing Resolution
- IDIQs that eat up all the B&P
- Long waits for selections and awards while we keep talent on bench and pay from OH
- Bundling for Large Business for easier acquisition
- IP under large business subcontracts for R&D
- Long acquisition cycles
- In-sourcing by government
- Pricing Squeeze





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