

# THE AMERICAN LEGION

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## NDIA CORPORATE MEMBERSHIP

The trusted leader in the Defense and National Security Associations, the National Defense Industrial Association (NDIA), a 501(c)(3) educational nonprofit, is America's leading defense industry association promoting national security. With its members, NDIA convenes legal and ethical forums for industry, government, and academia to exchange information. Through its Divisions, Chapters, and Affiliates, NDIA champions innovative and superior equipment, training, and support for warfighters and first responders. NDIA publishes the award-winning *National Defense Magazine*. For more information, visit [NDIA.org](https://www.ndia.org).

[Membership@NDIA.org](mailto:Membership@NDIA.org)

# NDIA BY THE NUMBERS

## 6 STRATEGIC PRIORITIES

Promote and Educate  
Budget Stability

Foster Small  
Business Success

Gain Acquisition  
Agility and Regulatory  
Modernization

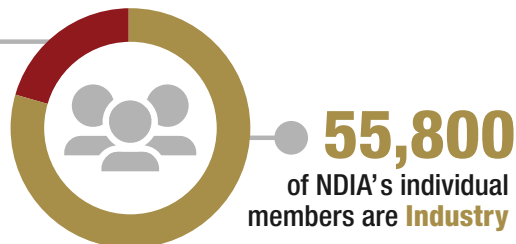
Promote Innovation  
in Technology and  
Process

Strengthen the Defense  
Industrial Base  
and Workforce

Expand Security  
Cooperation and  
Interoperability



**12,500**  
of NDIA's individual members  
are **Military or Government**



**75%** of NDIA's corporate  
members are **Small Businesses\***  
\*25 million or less in defense revenue annually



NDIA engages all **3** branches of government



## 2 AFFILIATE ORGANIZATIONS



AT THE HEART OF THE  
MISSION SINCE 1919



# UPCOMING WEBINARS

## CYBERSECURITY MATURITY MODEL CERTIFICATION (CMMC) OVERVIEW

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**Thursday, November 19 at 1pm ET**

On Thursday, November 19 from 1 - 2pm EDT, Corbin Evans, NDIA's Principal Director of Strategy, will provide NDIA members with an update on the current status of DoD's Cybersecurity Maturity Model Certification "CMMC" program. CMMC defines DoD's new cybersecurity requirements for unclassified systems, and all DoD contractors must gain third party certification for compliance by 2026. This update webinar will include insight into the planned rollout and what you should do now to prepare. Corbin's presentation includes CMMC background, the latest updates from OSD and answers to frequently asked questions. He will also take questions from webinar participants. Sign-up now because space is limited!



## NDIA Connect

### AN ONLINE COMMUNITY FOR DEFENSE PROFESSIONALS

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NDIA Connect is now live! Log in today and explore the many benefits of the platform. With it, you can promote progress and innovation within the defense industry in support of the warfighter by networking with colleagues, collaborating on projects, and staying connected. Now, it is easier than ever to keep the conversation going even after an event ends.

**[Connect.NDIA.org](https://Connect.NDIA.org)**



# NDIA Chapter Map



- |                            |                                    |                        |                              |
|----------------------------|------------------------------------|------------------------|------------------------------|
| 1. Aberdeen Proving Ground | 9. Greater Hampton Roads           | 16. Iowa – Illinois    | 24. Southern Nevada          |
| 2. Central Florida         | 10. Greater Indiana                | 17. Lone Star          | 25. Southwest                |
| 3. Central Georgia         | 11. Greater Los Angeles            | 18. Michigan           | 26. Tennessee Valley         |
| 4. Delaware Valley         | 12. Greater New York – Connecticut | 19. New England        | 27. Washington, DC           |
| 5. First Coast             | 13. Greater Tampa Bay              | 20. Picatinny          | 28. West Virginia            |
| 6. Georgia                 | 14. Gulf Coast                     | 21. Red River Regional | 29. Wright Brothers Regional |
| 7. Great Lakes             | 15. Hawaii                         | 22. Rocky Mountain     | ⊙ <b>Developing Chapters</b> |
| 8. Great Rivers            |                                    | 23. San Diego          | 30. Northern Tier            |

## LONE STAR CHAPTER

The Lone Star chapter is centered in North Texas and includes surrounding regions extending across the North Texas border. We support American warfighters and defense by fostering regional collaboration between local defense corporations, academic institutions and other organizations with interest in U.S. National Security.

# TECHNICAL DIVISIONS

## TECHNOLOGY

- Armaments
- Bomb & Warhead
- Chemical, Biological, Radiological, and Nuclear Defense
- Cyber-Augmented Operations
- Cybersecurity
- Electronics
- Human Systems
- Manufacturing
- Missile Defense
- Munitions Technology
- Robotics
- Science & Engineering Technology
- Security & Counterintelligence
- Space
- Systems Engineering
- Tactical Wheeled Vehicles
- Technical Information
- Test & Evaluation

## WARFARE

- Combat Survivability
- Expeditionary Warfare
- Integrated Precision Warfare
- Special Operations/Low-Intensity Conflict
- Undersea Warfare

## POLICY

- Health Affairs
- Integrated Program Management
- International
- Logistics Management
- Procurement
- Small Business

# SPACE DIVISION

## Mission

NDIA's Space Division provides an ongoing forum through meetings, conferences, symposia and studies, for communication, discussion and exchange of viewpoints on all topics related to American activity in the space domain. When appropriate, the division coordinates with NDIA chapters, NDIA divisions, academia, and U.S. defense and other government agencies. It maintains close liaison with other industry associations, professional societies, educational institutions and other entities working on space issues and challenges. The Division addresses a number of current challenges and issues including: space policy and strategy, space program cost reduction and credibility; space operations; space industry information programs; strategic defense initiatives; and space research, development and technology.

## Objectives

- Serve as NDIA's focal point for coordination on identifying, studying and resolving technology, operations, management and business challenges associated with government policy and practice in national security space activities
- Provide ethical, effective forums for government and industry to exchange views and information on all matters of common concern relating to space
- Collect industry input, viewpoints, recommendations and advice on matters of space national security interests and issues
- Foster mutual understanding and collaborative working relationships between government and industry to ensure effective and reliable space support to achieve national security objectives

# HEALTH AFFAIRS DIVISION

## Mission

The NDIA Health Affairs Division aims to become the leading industry-focused defense and veteran's health organization by inspiring vital medical and technological innovations; advocating for critical changes in government policies, procedures and legislation; and facilitating key industry, government and academic partnerships to greatly improve diagnostics, treatment and overall care for members of the U.S. military and their families.

## Objectives

- Create opportunities to engage with fellow industry leaders, key government influencers and cutting-edge academics on critical issues ranging from research and development and future technologies to requirements development and procurement policy.
- Identify obstacles and gaps to effective industry/government cooperation, and advocate for key improvements to government policies, procedures and laws.
- Focus on the healthcare needs of the departments of Defense and Veterans Affairs to improve care across the continuum of need – from battlefield injury to recovery, acute diagnosis to comprehensive treatment, wounded warrior care to lifelong wellness.



# NDIA AFFILIATES

NDIA Affiliates provide their members and customers with outreach opportunities and sector coverage that are specific to their individual missions.



**The National Training and Simulation Association (NTSA)** provides the training, simulation, related support systems and training services industries a focused, formal organization to represent and promote their business interests in the marketplace. The association provides a forum to communicate the full capability and broad characteristics of all the elements of training systems and services to include associated support services.

In addition to various events centered on modeling and simulation, NTSA hosts I/ITSEC—the Interservice/Industry Training, Simulation and Education Conference, which is the world’s largest modeling, simulation and training event known for its exchange of information among industry, the military and academia.

[TrainingSystems.org](http://TrainingSystems.org)



## NTSA MEMBERSHIP

**Carol Dwyer**

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**Women In Defense (WID)** engages, cultivates, and advances women in all aspects of national security. Incorporated in 1985, WID provides members a business environment for professional growth through strategic networking, education, and career development. This national alliance is comprised of women and men from industry and defense organizations of every size, all branches of the U.S. armed forces, government agencies, academia, think tanks, associations, and professional services.

Pursuant to its mission of investing in high-performing women to increase diversity and innovation in government, academia, and the defense industrial workforce, WID awards scholarships that empower women seeking careers related to the national security and defense interests of the United States.

[WomenInDefense.net](http://WomenInDefense.net)

## WID MEMBERSHIP

**Ann Webster**

Associate Director, WID  
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# STRATEGY & POLICY TEAM

## COVID-19 UPDATE

The mission of the National Defense Industrial Association's (NDIA) Strategy & Policy Team is to strengthen the government-industry partnership through dialogue, education, and interaction with Congress, executive agencies, academia, our members, and partner organizations. Under its senior vice president, Wesley Hallman, the Strategy, Regulatory Policy, and Legislative Policy Teams have worked on calls and across online platforms with multiple working groups and stakeholders to provide information and guidance to our members, Congress, the Department of Defense (DoD), and industry to best navigate the challenges presented by the novel coronavirus (COVID-19), staying true to NDIA's motto and remaining "At the Heart of the Mission."

Specifically, these teams have focused on the DIB as "essential"; equitable adjustment for schedule and cost; accelerated payments; increased progress payments; accelerated contracting; moving FY21 production forward; Defense Supplemental to cover increased FY20 costs on contract; plus-up of DLA WCF; CARES Act implementation; and targeted investments in the DIB's small businesses.

### THE STRATEGY TEAM

Led by principal director Corbin Evans and associates Camilla Shanley and Sam Underwood

1. Conducted two surveys of small businesses within the defense industrial base (DIB) to assess how the COVID-19 crisis has impacted their business.
  - A summary and analysis of the results were distributed to DoD and other interested government parties.
2. Organized an effort to provide DoD with industry's reactions and feedback on the draft implementation guidance of Section 3610 of the Coronavirus Aid, Relief, and Economic Security (CARES) Act.

### THE REGULATORY POLICY TEAM

Led by director Nicholas Jones and associate Robbie Van Steenburg

1. Spearheaded engagements with DoD and the media on Section 889 of the 2019 National Defense Authorization Act and on Section 3610 of the CARES Act to ensure that industry's perspective, from all supply chain levels, is heard.
2. Collected data for NDIA's COVID-19 Small Business Impacts Survey.
3. Worked jointly with other NDIA teams to delay surveys that would have been extremely burdensome to the Association's membership during the COVID-19 emergency.

### THE LEGISLATIVE POLICY TEAM

Led by director Kea Matory and associate Jonathan Kupperman

1. Operated at the forefront of several multi-association efforts to communicate with Capitol Hill the needs of our members, including:
  - Extension and funding of Section 3610; equitable adjustment for industry; strong opposition to the DoD proposal to no longer be required to produce an unclassified Future Years Defense Program; seek clarifying and overarching guidance from the Office of Management and Budget on the implementation of Section 3610 of the CARES Act; and a multi-association effort of 10 associations and multiple prime companies for Equitable Relief to be included in the Largest Stimulus Package in U.S. history in response to COVID-19.
2. Developed working relationships with both Republican and Democrat offices in efforts pertaining to personal protection equipment and workforce management during COVID-19.
3. Developed a proposal to repurpose CARES Act Section 4003 funds to support the DIB's small businesses through a Small Business Innovation Research (SBIR) program plus-up.
4. Currently working with the National Small Business Association and several Capitol Hill offices to include Sens. Shaheen and Rubio as well as Rep. Crow to get legislation introduced to convert \$17 billion allocated under CARES Act Section 4003 for follow-on contracts for companies that have previously received SBIR awards and to fully fund Section 3610, its extension, and Requests for Equitable Adjustment.



# STRATEGY & POLICY

## Policy Resources for Membership

NDIA's Strategy & Policy Team acts as a resource for all our members' policy needs and serves as a thought leader throughout the defense community. We leverage subject matter experts serving as NDIA Fellows and Junior Fellows to contribute to our research and provide commentary on our blog. Regular events allow NDIA members to engage with leaders in Congress and the Department of Defense. We also carry out the following activities, all focused on ensuring a healthy, resilient, and robust defense industrial base.

## Legislative Activities

**Engagement on Legislation:** We further the interests of the defense industrial base by engaging Congress on the National Defense Authorization Act, the budget, and standalone legislation. Through our 501(c)(3) status, we maintain a reputation as an honest advocate for our members.

**Education:** Quarterly briefings of congressional staff and Member-level events provide a platform for policymakers to engage and understand industry's perspective on legislative issues. NDIA members are often asked to participate in panels or speak at these events.

**Communication:** NDIA members receive access to the Weekly Policy Digest, an email roundup of news, legislative and regulatory policies, and upcoming events related to the defense industry.

**Collaboration:** NDIA contributes to the Acquisition Reform Working Group (ARWG) in collaboration with other like-minded industry associations. Input from ARWG members is directly delivered to policymakers through an annual joint submission of legislative proposals.

## Executive Branch Activities

**Engagement on Regulation:** Throughout regulation development, we engage policy makers to communicate NDIA member views and explain the impact of proposed regulations on the defense industrial base. NDIA submits official comments and authors letters in response to requests for information and to highlight class deviations. NDIA also conducts 12866 meetings with the Office of Information and Regulatory Affairs (OIRA) to impact draft regulations prior to publication.

**Regulation Tracker:** Members have access to our Regulations Tracker, a downloadable and comprehensive database of open regulations relevant to the defense community.

**Agency Meetings:** Our team conducts quarterly meetings with representatives, including leadership, of the agencies below, allowing NDIA members to raise questions about pertinent or time-sensitive issues.

- Department of Defense, Defense Pricing and Contracting
- Office of Federal Procurement Policy
- Defense Contract Management Agency
- Defense Contract Audit Agency

**Contributions to GAO:** The Government Accountability Office regularly asks NDIA to provide comments and information on behalf of our members for ongoing studies and reports.

## Judicial Branch Activities

**Amicus Support:** NDIA submits amicus briefs in support of our members. We regularly engage in the amicus process at all levels of the U.S. justice system to include the Supreme Court.

**Amicus Brief Fund:** NDIA members can directly support our amicus brief process by contributing to the NDIA Amicus Brief Fund, a fund used solely to support our amicus efforts.



## PROMOTE AND EDUCATE BUDGET STABILITY

We must return to predictable, stable defense funding through concerted education and advocacy with Congress and the administration. For more than a decade, government has failed to provide predictable and stable budgets for national defense. We have had to plan under the crippling mandates of sequestration and the Budget Control Act, and then delay or adjust plans during multiple continuing resolutions. Instability, underfunding, and limitations on new program funding have had a cumulative and corrosive effect on the Services' ability to properly organize, train, and equip our forces. **DESIRED OUTCOME:** A return to predictable and stable defense funding.



## FOSTER SMALL BUSINESS SUCCESS

Small businesses make up 75% of the National Defense Industrial Association's corporate membership. Barriers to entry and unaffordable compliance requirements shut out these vital contributors from our national defense and security. Small businesses are often incubators of innovation that are so vital to our competitive advantage. As important, our Tier I and II producers of major weapons systems and platforms rely on small business throughout their supply chains. Facilitating cybersecurity and other compliance requirements while leveling the playing field is crucial to diversity and resiliency. **DESIRED OUTCOME:** Achieve increased diversity and resiliency in the defense industrial base. Increase NDIA's small-business membership along with small business's understanding of and ability to comply with cybersecurity and other requirements to level the playing field and ensure the long-term diversity, resiliency, and success of our entire industrial base.



## GAIN ACQUISITION AGILITY AND REGULATORY MODERNIZATION

We must educate regulators about the damage caused by outdated policies and regulations, and ultimately help develop strategies to limit acquisition and regulatory burdens. Burdensome acquisition requirements and antiquated regulatory policies generate difficult—sometimes prohibitive—mandates across the defense industrial base. Compliance requirements often add substantial cost to programs and stifle innovation. Most importantly, complex requirements and outdated regulations prevent cutting-edge capabilities and processes from reaching our warfighters. **DESIRED OUTCOME:** Regulators and legislators gain a strong understanding about the damage caused by outdated policies and regulations, and act to develop and implement strategies to limit acquisition and regulatory burdens.



## PROMOTE INNOVATION IN TECHNOLOGY AND PROCESS

Innovation is the single most important aspect in overcoming the threats of our near-peer competitors to provide the most effective capabilities to our warfighters. We must foster and facilitate the rapid testing, acquisition, and fielding of innovative capabilities, processes, and training to our fighting forces. We must also look for ways to speed the transition of promising technology and processes from the laboratory to production to maintain currency and competitive edge. **DESIRED OUTCOME:** Establish a rapid transition of promising technology and processes from the laboratory to production to mitigate the possibility of strategic surprise, maintain U.S. competitive advantage in key warfighting areas, and sustain our capability overmatch.



## STRENGTHEN THE DEFENSE INDUSTRIAL BASE AND WORKFORCE

The needs and concerns of the defense industrial base and associated workforce have not been adequately addressed in service and defense strategies. These vital institutions are at the foundation of our ability as a nation to provide the equipment and training required to be the premier fighting force on the planet. We must provide a forum for government, industry, and academia to acknowledge and address the critical issues of the defense industrial base and workforce related to resiliency, infrastructure, and qualifications. **DESIRED OUTCOME:** Achieve a more effective defense industrial base and workforce through diversity and inclusion. An annual process to define their health and resiliency, plus identify shortfalls, deficiencies and threats to both. Develop policies and legislative proposals to mitigate shortfalls, deficiencies and threats. A forum for government, industry, think tanks and academia to define and address resiliency, infrastructure, training and education to solidify and enhance the industrial base and workforce.



## EXPAND SECURITY COOPERATION AND INTEROPERABILITY

We must find ways to accelerate and expand foreign military and direct commercial sales to increase the capability and integration of our allies and partners, to ensure effective combined operations in combat. In time of major conflict, the United States will never fight alone. We will depend on the capability, capacity and interoperability of our partners and allies to prevail in great power conflicts and simultaneous regional conflicts. Our partners and allies are eager to obtain U.S. capabilities to ensure regional and global security, but the burdensome and frequently redundant system of vetting the transfer of technology often slows or even prohibits foreign acquisition of defense-related capabilities. **DESIRED OUTCOME:** The United States implements policies to accelerate and expand foreign military and direct commercial sales, leading to increased capability and integration of our allies and partners and driving more effective combined operations in combat.

# ADDITIONAL BENEFITS

## NDIA CORPORATE MEMBERSHIP



### Conferences and Events

Use exclusive rates to hear from industry leaders and dignitaries. This is great opportunity to network and connect with decision makers within the industry. Visit [NDIA.org/Events](https://www.ndia.org/Events) to check out NDIA's upcoming events.



### National Defense Magazine

NDIA membership includes a subscription to our award-winning magazine, *National Defense*, which covers defense programs, policy, business, science, and technology. Corporate membership allows for an unlimited number of employees to receive NDIA membership benefits, including the monthly magazine.



### Podcasts

Each month, editors of *National Defense* select top stories from the upcoming magazine issue to include in one podcast of many that focus on military technology, defense industry trends, and more.

[NationalDefenseMagazine.org/Podcasts](https://www.NationalDefenseMagazine.org/Podcasts).



### National Defense Mega Directory

The National Defense Mega Directory showcases corporate members' products, services, and capabilities alongside contact information. The online directory is searchable, enabling prospective customers and business partners to find listings.



### Enterprise Rent-A-Car

Savings at all North American locations of National and Enterprise Rent-A-Car. Use Account number NA16Y72 and code NDIA.



### NDIA Chapters & Divisions

Participation in your local NDIA Chapter or any NDIA Division provides the opportunity to network at local and distant events, meet others involved in the defense industry, and strengthen professional relationships through varied venues. Visit our Chapters at [NDIA.org/Chapters](https://www.ndia.org/Chapters) or Divisions at [NDIA.org/Divisions](https://www.ndia.org/Divisions).

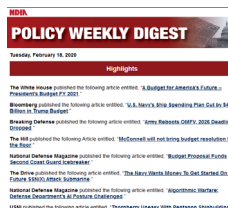
### Weekly Insider

Weekly Insider, an e-newsletter, provides news and analysis for industry and government professionals. It includes breaking news and full-length features published by *National Defense Magazine* and its wide array of contributors.



### Defense Watch

Defense Watch, a monthly e-newsletter, delivers top defense industry-related headlines right to industry and government professionals. Each issue features the current news and event info needed for readers to stay ahead of the information curve.



### Policy Weekly Digest

Our Policy Weekly Digest is a comprehensive resource for information and news relating to government acquisition policy, business intelligence, and defense-related reports and updates.



### Pentagon Federal Credit Union

Global access to financial services from member-owned Pentagon Federal Credit Union. More information at [PenFed.org](https://www.PenFed.org)

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# JOIN NDIA

Annual membership dues are based on your organization's defense-related revenue (in U.S. dollars). This includes both prime and subcontracts for products and services. Companies with defense-related revenue of \$10 million or less qualify for the discounted Small Business Three-Year Corporate Membership Program and receive 20% off membership dues. To join, visit [www.NDIA.org/join](http://www.NDIA.org/join) to download the Corporate Membership Application and send the completed application to [membership@NDIA.org](mailto:membership@NDIA.org).

If you are paying your company's membership dues by check, please mail to:

National Defense Industrial Association  
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**If you have any questions, please do not hesitate to reach out to us:**

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