

Defense

Providing defense-related organizations strategic advice and practical assistance with federal decision-makers to develop solutions for today's military and defense challenges.

With similar proficiency to our other areas of concentration, Cornerstone Government Affairs works aggressively across the Department of Defense, within the individual military services and the many operating agencies, to provide our clients with full-service representation. Our client base spans small to large companies, and includes defense focused firms as well as those primarily oriented on the commercial sector. We complement the efforts of companies already doing business with the Department of Defense or those seeking an initial entrée to the government marketplace. Our recent work has led to client success in various areas including: training and simulation, information technology, medical technology, aviation programs, targetry, and ammunition.

PRIMARY SERVICES OFFERED

- Strategic counsel and tactical advice,
- Intelligence gathering, issue monitoring, and policy analysis,
- Relationship building and political branding,
- Design and implementation of government relations and lobbying campaigns to secure measurable legislative and administrative results, and
- Message and materials development, and
- Legislative drafting.

SELECTED CLIENTS

- Aurora Flight Sciences, Manassas, VA
- BioProtection Systems Corporation, Ames, IA
- Boeing, Chicago, IL
- FEV Engines, Inc., Auburn Hills, MI
- General Dynamics, Falls Church, VA
- Hach Company, Loveland, CO
- Holy Name Medical Center, Teaneck, NJ
- Miltec, Huntsville, AL
- MTS Systems Corporation, Eden Prairie, MN
- PaR Systems, Shoreview, MN
- Siemens Corporation, Washington, DC
- Varian Medical Systems, Palo Alto, CA

SELECTED SUCCESSES

Cornerstone Government Affairs, on behalf of our defense related clients, has assisted in securing:

- \$3.0 million in research and development funds to further development efforts to defeat threat surface-to-air missiles;
- \$3.0 million to provide advance airspace deconfliction tools for unmanned air vehicles;
- \$2.0 million in research and development funds to further develop precision delivery capabilities of unmanned platforms;
- \$5.0 million in research & development funds to continue development of a near-space hydrogen powered unmanned aircraft;
- \$3.0 million to complete instrumentation of an urban training facility;
- \$2.0 million in research & development funds to further nanosystems utilizing optical biosensors;
- \$3.0 million to further vaccine research and development;
- \$2.5 million to continue plant-based vaccine research;
- \$3.0 million to establish a treatment planning research laboratory;
- \$3.5 million for continuation of a specific fuel cell research and development effort;
- \$2.0 million for the advancement of emerging technologies;
- \$1.0 million for advanced efforts to treat battlefield trauma and shock;
- \$2.0 million to assist in establishing a center for advanced technology research;
- \$3.0 million in research & development funds to implement technologies that assure intensive care practices in mobile or fixed settings; and
- \$2.0 million to complete high pressure prototype for military rations sterilization.

