

Homeland Security

Providing homeland security companies strategic advice and practical assistance in navigating the highly dynamic federal homeland security market.

Cornerstone Government Affairs represents a broad spectrum of homeland security clients—from young startup companies with innovative security solutions to mature systems integrators seeking to diversify and expand their homeland security market. The homeland security team has considerable experience in the federal budget and appropriations process and is led by the first staff director of the House Appropriations Subcommittee on Homeland Security. The team has diverse and balanced experience across all homeland defense sectors, including federal law enforcement, border security, immigration reform, and information technology. Services include insight and analysis into programs and operations of the Department of Homeland Security (DHS) and strategies to optimize homeland security objectives across all levels and branches of government. Homeland Security remains one of the more dynamic markets. With the assistance of the Cornerstone team, clients continue to see steady and stable progress in meeting their homeland security objectives.

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

- Boeing, Chicago, IL
- Forensic Technology, Inc., Montreal, Canada
- General Dynamics, Falls Church, VA
- Global Business Travel Association, Alexandria, VA
- Lifelock, Tempe, AZ
- Microsoft Corporation, Redmond, WA

- RTI International, Research Park Triangle, NC
- Savantage Solutions, Rockville, MD
- Selex Sistemi Integrati, Overland Park, KS
- Siemens Corporation, Washington, DC
- SIGA Technologies, New York, NY
- Varian Medical Systems, Palo Alto, CA
- Visa, San Francisco, CA

SELECTED SUCCESSES

On behalf of its homeland security clients, Cornerstone Government Affairs has assisted in:

- Gaining support for the expansion of ballistics imaging technology along the South West border, including a set aside of \$20,000,000 for the deployment of next generation systems;
- Securing legislative language to direct the development of operational protocols for ballistics information sharing between ATF and the Department of Homeland Security;
- Preparing a successful bid on a multi-year, multi-million dollar security project along the South West border after multiple unsuccessful attempts by the client;
- Securing multiple introductory briefings with several federal agencies and departments;
- Identifying grant opportunities within the Recovery Act;
- Identifying and introducing potential business partners;
- Identifying upcoming legislative activities of interest; and
- Positioning firms to effectively respond to competitive funding opportunities.

