

# Message from the President



18 months is a long time! It's enough time to build four houses from scratch. Enough time for a service man to complete a tour in Afghanistan. Enough time to build a Rolls Royce. **It's also the amount of time it took to complete negotiations with Tetra Tech on the purchase of PRO-telligent, LLC.**



**TETRA TECH**

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**Change comes to PRO-telligent!** After careful planning and evaluation of strategic fit, we knew this was the right company for our PRO-telligent staff. Thus, in the end, the deal was made October 1, 2011, and PRO-telligent joined the Tetra Tech family of companies as a wholly-owned subsidiary. The PRO-telligent journey started 11 years ago, by three partners who had one single goal: to become the best Professional Services contractor ever to work at the Department of State. We started the company adding one small task at a time and, today, 10 years later, we have grown into a \$100M company with a staff of over 600 subject matter experts, 85% of which have security clearances. In addition to our domestic work, we have over 300 subject matter experts deployed around the world supporting the Department of State's diplomatic mission. The PRO-telligent story is one of success, with over 25 awards for growth and achievement over the past 10 years.

Our path to Tetra Tech began with a chance meeting between a Tetra Tech employee and a PRO-telligent employee in a business development meeting at Tetra Tech. The Tetra Tech's Technical Services Support (TSS) group under **Ron Chu** was looking to expand their "Whole of Government" approach to foreign policy by completing the three-legged stool

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strategy of adding “Diplomacy” to their already established market space in Defense and Development. PRO-telligent was the ideal candidate to complete the triad. Negotiations began in earnest between Ron and **Mike Bieber** of Tetra Tech, and **Judy Sebastian** and **Bob Cordes** of PRO-telligent in April, 2010. PRO-telligent adds the third “D”-diplomacy to Tetra Tech, broadening their footprint in foreign assistance pursuits using development and diplomacy tools, and a strong defense to respond to the challenges our nation faces abroad. PRO-telligent deepens and diversifies Tetra Tech’s U.S. federal client base, positioning Tetra Tech for future success in the human protective services, global health, and the stabilization and reconstruction market space. The Tetra Tech merger will help PRO-telligent expand our own capabilities and allow us to take advantage of having a parent company with revenues in excess of \$2.6B, has 330 offices worldwide, and over 12,000 employees.

Happy Holidays!

**Judy Sebastian**



**President**



**Ed Bishop**



PRO-telligent’s Sentinel division has continued to build a strong future for this quarter. We have continued our focus on developing new business, providing outstanding support to our current customers, and improving our corporate infrastructure to effectively support future business needs.

We have received additional funding and contract extensions for our AXISS, and High Confidence Knowledge Management (HCKM) programs, which enable us to continue to provide exceptional support to our Department of Defense (DoD) customers.

This year, Sentinel received a new contract to provide support for the Enterprise Information Technology Advisory Support (EITAS) program under TASC. This award will enable us to continue our growth in the DoD Information Technology sector. We currently have staff openings on this program and are seeking qualified Information Systems Security Officers, Information Systems Security Engineers, and Information Technology Senior Consultants. Please visit PRO-telligent’s website at



Please visit PRO-telligent’s website at [www.PRO-telligent.com](http://www.PRO-telligent.com) and click on “Careers” for more details on these openings.

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As part of our strategy for sustaining future business growth, Sentinel’s Information Assurance center of excellence continues to develop innovations in the areas of Malware Categorization and Defense, Insider Leak Detection (LIDS), Data Exfiltration Detectors/Inhibitors, Network Visualization, System Threat Analysis, and Real Time Attack Detection-- all with the objective of supporting our clients in the development of Trusted Operating Environment. We expect to see substantial business growth from these efforts to manifest as early as Fall 2011.

PRO-telligent Sentinel wishes you a great holiday season and we will continue to provide exceptional service for our customers while we continue to grow our business through 2011 and into 2012.



### Matt Siller

Over the last six months, PRO-telligent Global has been busy on two fronts: performance excellence with our existing contracts, and aggressive pursuit of new business opportunities in the developing world. PRO-telligent Global's existing Local Guard Program at the U.S. Embassy Lilongwe continues to make strides as the premier guard force in Malawi. In addition to new innovations discussed last newsletter that improve pay, working conditions, and gender equality, PRO-telligent champions high employee morale throughout the force. We achieve this by reinforcing the belief our employees are our greatest asset. **Barry de Jager**, our Project Manager, remains committed to enforcing strong communications to employees, providing relevant news, open and transparent discussion forums, as well as educational articles aimed at improving each guard in all facets of life.

Further, Project Management has alleviated a major transportation challenge faced by the force, whose officers have a difficult time reporting to work due to the span of coverage in Lilongwe. A new initiative by the com-



With the facilitation and assistance of HR management, approximately 142 PRO-telligent officers in Malawi became the proud owners of their very own brand new mountain bikes which help alleviate the challenges of getting to and from work.

pany allows officers to buy bicycles interest free from a vendor in town, thereby enabling much faster transit time and limited exposure to risk during shift changes at night, a factor that was once damaging morale.

Our guards are also proud of their neat and professional appearance, having been branded the best looking and best disciplined guard force in Malawi. New riot control equipment has arrived for our rapid response team, along with new boots for the entire force. Not only does this build pride among the force, but it builds respect and trust among peers, superiors, clients, and the public. PRO-telligent Global remains committed to excellence in performance across its projects. Tactics like these taken in Malawi are examples which reinforce this commitment.

In addition to our existing projects, PRO-telligent Global is actively seeking new business opportunities throughout Africa and the developing world. PRO-telligent Global COO **Wayne Wager** and his business development team in Africa have been successfully pursuing commercial se-

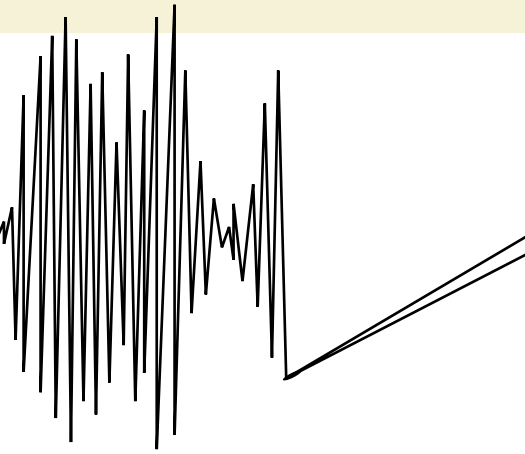


PRO-telligent's US Embassy Malawi local guard force rapid response team dons new riot control body armor, helmets, and shields.

curity opportunities, from port security in Guinea, to Cash in Transit opportunities in Malawi. **Jacqueline Fogg** is leading company efforts to build Global Health, Education and other International Development business opportunities. PRO-telligent Global has pursued USAID work in information and communications technology, procurement, PEPFAR, logistics, cold chain supply, construction, and water management/sanitation fields in developing countries across the globe. The company is also looking into opportunities to deploy global health advisors in Africa and to participate in 'Feed the Future' programs. PRO-telligent has strengthened its position into this market by partnering with a range of local companies, NGO's and established U.S. based, specialized development-focused businesses.

PRO-telligent Global's new website, <http://www.ProtelGlobal.com>, highlights our capabilities and reinforces to customers, employees, and the public of our vision to be a premier provider of professional solutions supporting stabilization, security, reconstruction, and development sectors.

# EARTHQUAKE



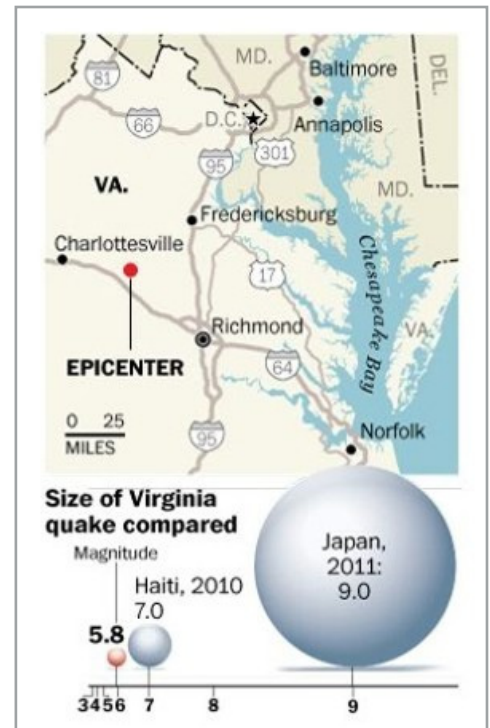
PRO-telligent headquarters was shaken up this August when a 5.8-magnitude earthquake hit the Washington DC metro area. The epicenter was traced to approximately five miles from Mineral, Virginia, a small town in the central part of the state, and just 80 miles from PRO-telligent's headquarters in Arlington, Virginia. Occurring at 1:51 pm, the earthquake made short time rattling up the East Coast, taking less than a minute to be felt as far North as New Brunswick, Canada.



The earthquake caused damage to the Washington National Cathedral, causing one of the spires to break.

In Arlington, the tremor was strong and the PRO-telligent offices were evacuated, along with neighboring office buildings. While there was minimal damage to the region, many historical landmarks in the area suffered cracks and damaged facades. One of the most recognizable symbols of the nation's capital, the Washington Monument, cracked during the quake and, although reported to be structurally sound, remains closed until repairs can be made. Additionally, the National Cathedral and Smithsonian Castle were damaged when a number of decorative elements from the buildings' facades fissured and fell onto the street below.

While it is uncommon for such a sizable earthquake to hit the East Coast, it's not unheard of. Another quake of 5.8-magnitude hit Virginia in 1944, and the highest-magnitude quake on the East Coast, measuring 7.3, occurred in 1886.



The earthquake of magnitude of 5.8 had an epicenter east of Charlottesville, VA.

Photo Credits: "Earthquake damage in D.C. will take time to assess" By Christian Davenport and Susan Svrluga, Published: August 23. [http://www.washingtonpost.com/local/earthquake-damage-in-dc-will-take-time-to-assess/2011/08/23/gIQAaND0ZJ\\_story.html](http://www.washingtonpost.com/local/earthquake-damage-in-dc-will-take-time-to-assess/2011/08/23/gIQAaND0ZJ_story.html)

Earthquake: National Cathedral damage photo 2011 08 23, Spires collapse: pics. Posted: TUESDAY, AUGUST 23, 2011 <http://11reviews.blogspot.com/2011/08/earthquake-national-cathedral-damage.html>

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