

THE PRAGMATIST®

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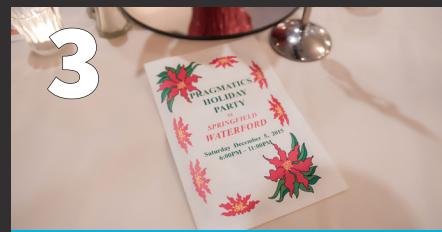


The Pragmatist addresses topics relevant to Pragmatics employees and clients. If you would like to contribute, please contact Linda Alkire at alkirel@pragmatics.com.

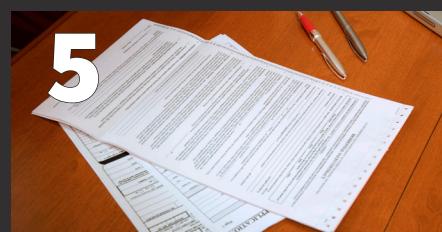
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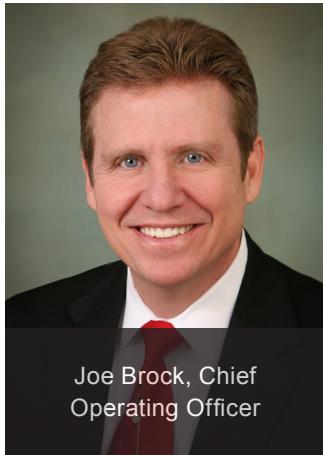
Contract Awards



Partnership with Code of Support



From the COO



Joe Brock, Chief
Operating Officer

As we begin our 31st year in business, I see a very bright, positive future for our company. Over the years, we have developed a solid reputation for taking care of our clients and successfully meeting their ever-changing needs. While there are many reasons for our success, several important ones come to mind.

Our employees are the **heart and soul of the company**. We have exceptional employees who put 150 percent into their efforts every day and work as a team to achieve success for our clients and the company. Pragmatics supports your efforts through communication, a strong support infrastructure, and education/training opportunities. We continue to offer education and training through Skillport, PMP boot camp, ACT/IAC-offered leadership programs, tuition reimbursement, technical certifications, and company-developed courses. Many employees are taking advantage of these resources to remain current in their fields. Looking to the future, our internship program has brought some of the best and brightest college students into our company. Our interns bring new ideas, innovation, and most of all, enthusiasm into any project.

Another factor leading to our success is that we strive to be **solution providers and not order takers**. One fantastic aspect of our management team and professional staff is the level of commitment to our clients' missions. When our clients call on us to develop solutions to their challenges, big and small, we take on those challenges in a thoughtful, dedicated, and competent manner. We look past our assigned projects to better understand how our efforts affect the overall success of our clients' missions. This partnership promotes trust, collaboration, and innovation, which ultimately leads to success for our clients and our employees.

“Our employees are the heart and soul of the company.”

We also look to **capture positive momentum and double-down on what's working**. We experienced growth in 2015 and are postured for further growth in 2016. To promote this growth, we have made targeted investments that will lead to improvements in our delivery and growth in key business areas. One example is our expansion of the Technology Solutions Group (TSG). Over the past year, we have expanded TSG so we can evaluate and develop more innovative solutions for current and potential clients.

Finally, the company maintains a **long-term focus**. Unfortunately, in our industry, many companies are focused on short-term tactics to boost growth or profits. They dramatically underbid work to gain market share, acquire companies when they can't grow organically, and undergo constant organizational change from the top to the bottom. Our approach has been different; we subscribe to the premise that satisfied customers are the foundation for growth. We strongly believe in being fiscally sound so we can make investments without placing the company at risk. This strategy, simple as it may be, has proven itself over the past 30 years.

I am very proud of the energy we all put into making this company a great place. It's our employees who make up this family we call Pragmatics. I look forward to continued success in working together.

— Joe



Pragmatics Holds Annual Holiday Gala

Pragmatics employees celebrated the holiday season in style at the Waterford at Springfield, Va., on December 5. Nearly 400 employees and their guests enjoyed an evening of great food, live music, dancing, and awards presentations. In honor of Pragmatics' 30th anniversary, guests were also treated to portraits by a professional photographer and a show by magician Joe Devlin.

Anne Hurley was the emcee for the evening's events. CEO Dr. Long Nguyen kicked off the party by welcoming the guests. One of the highlights of the evening was the presentation of Service Awards and Chairman's Awards: 21 employees received awards for 5, 10, 15, 20, and 25 years of service; seven employees received Chairman's Awards for Project Support, Technical Support, Senior Technical Leadership, Project Management, and Program Management.

Throughout the evening, employees enjoyed dancing and won drawings for door prizes, with winners taking home gifts that included Fitbits and an Apple iPad Air.

Thanks to everyone who helped make the evening a success, and special thanks to CEO Dr. Long Nguyen, who makes this wonderful event possible each year.

Other Pragmatics offices across the country also held holiday celebrations at their locations. These included Ft. Bragg, N.C.; Oklahoma City, Okla.; San Antonio, Texas; Trevose, Pa.; and Tampa, Fla.





Service Awardees

25 Years

Lydia Oribio

20 Years

Mary Ann Davis

15 Years

Hien Nguyen
Tuan Nguyen

10 Years

Tuanh Ngo
Ricardo Scrivner
Garland Youngblood

5 Years

Murshed Ahmed
Carol Bennett
Brian Brennan

Daniel Gibson

John Giordano
Christopher Glass
Dorin Groza
Marcus Johnson
Kristin Kenner
Nancy Rooks
Gregory White
Terrance Whitehead

Stephen Williams

Clifford Zapf

Chairman's Awardees

Project Support

Reynetta Forrest
Jennifer Vaughn

Technical Support

Michael Raskovskiy

Senior Technical Leadership

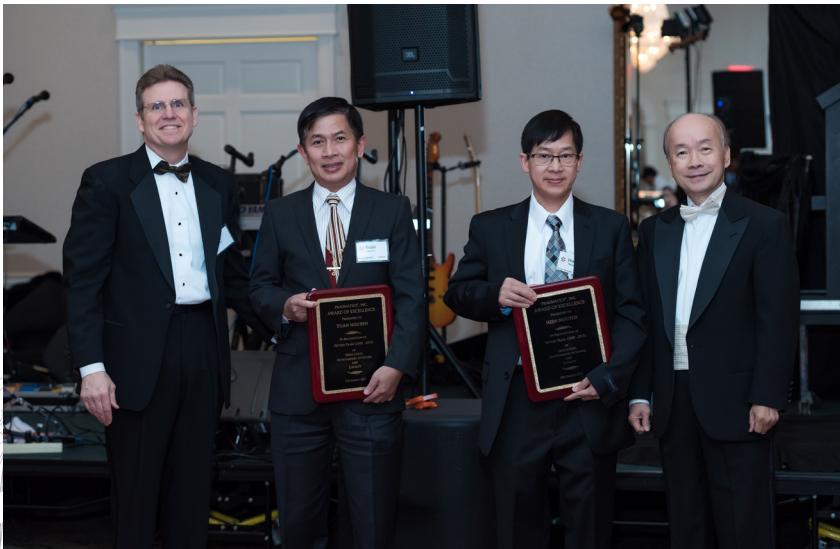
Dylan Brown
Kimberly Gianni

Project Management

Jason Spyker

Program Management

Michael Niegoda





Pragmatics Awarded E-SITE Contract by Defense Intelligence Agency

On December 21, Pragmatics announced the award of an Indefinite Delivery/Indefinite Quantity (ID/IQ) contract by the Defense Intelligence Agency (DIA). Pragmatics was one of 25 awardees for Enhanced Solutions for the Information Technology Enterprise (E-SITE) in the large business category. The five-year contract consists of a base year and four one-year options, with a maximum value of up to \$6 billion.

E-SITE is designed to make DIA's overall IT acquisition processes more efficient by streamlining execution, improving enterprise program management for customers, improving contracting performance and data integrity, standardizing acquisition documentation, and providing better reporting capability. Pragmatics will compete on task orders to provide worldwide IT services and capabilities to support DIA, the combatant commands, the military services, intelligence needs, and partner agencies across the intelligence community.

Joe Brock, Pragmatics COO, said, "Pragmatics looks forward to using our vast array of enterprise-focused IT services and capabilities, including technical support services; systems design, development, fielding, and sustainment; and cybersecurity expertise in delivering outstanding services to DIA."

Pragmatics Awarded Contract by Uniformed Services University of the Health Sciences

On October 20, Pragmatics announced the award of a contract by the Uniformed Services University of the Health Sciences (USU). Under the contract, Pragmatics will provide audio/visual (AV) and simulation support services to meet the current and future needs of USU. The five-year, multiple-award, indefinite delivery, indefinite quantity (IDIQ) contract has a ceiling value of \$51 million and is available to all federal agencies.

USU is the nation's federal health sciences university and is committed to excellence in military medicine and public health during peace and war. It provides the nation with health care professionals dedicated to career service in the Department of Defense and the United States Public Health Service, as well as scientists to serve the common good. USU serves the uniformed services and the nation as an outstanding academic health sciences center, with a worldwide perspective for education, research, service, and consultation. It is unique in relating these activities to military medicine, disaster medicine, and military medical readiness.

The services Pragmatics will provide under the contract include AV and multi-media simulation support infrastructure, distribution planning, systems integration, technical support, and technical expertise for support/design, installation, operations, and upgrade planning for all current and future USU locations.

Pragmatics COO Joe Brock said, "Pragmatics is pleased to have the opportunity to support this new client. We are proud to combine our expertise in AV and multi-media support with our technical experience in design and installation to help USU in its mission to prepare uniformed services health professionals, officers, and leaders for their role in our military health system."



Pragmatics VP Brian Brennan Completes ACT-IAC Partners Program



Pragmatics announced on October 28 that Vice President and General Manager Brian Brennan has completed the American Council for Technology and Industry Advisory Council (ACT-IAC) 2015 Partners Program. Brennan leads Pragmatics' Federal Civilian Division and was one of 32 members of the 19th graduation class at the 2015 ACT-IAC Executive Leadership Conference in Williamsburg, Va.

The ACT-IAC Partners Program pairs 16 industry professionals with 16 government leaders for nine months to engage, develop, and prepare them for future roles as senior executives and corporate executive officers. The program also enables participants to gain an understanding of their counterparts' roles to foster quality interactions and a greater understanding of government and industry management responsibilities.

"Pragmatics is pleased that Brian Brennan is one the distinguished graduates of this executive development program," said Pragmatics COO Joe Brock. "Brian will use the skills he mastered during the program as the foundation for his daily interactions with other members of our industry and our government clients. Combining these skills with his expertise in technology and in-depth knowledge of the federal market, he will continue to focus on delivering the highest level of service to our clients."

Pragmatics Offers Training Opportunities for All Employees

By John O'Keeffe



Pragmatics recognizes that its employees' skills and knowledge are critical to our organization's success. We encourage personal development through formal educational courses so employees can maintain and improve job-related skills or enhance their abilities. Employees have several options.

All Pragmatics employees have access to Skillport, an online learning system containing hundreds of courses, books, and videos on a wide range of topics, with an emphasis on business, desktop, and IT skills. Skillport is available anywhere there is Internet access — 24 hours a day, 365 days a year.

Pragmatics also provides tuition assistance of up to \$3,000 per calendar year for continuing education to complete a bachelor's degree or master's degree.

Additional training opportunities are available as they relate to project work.

For details on any of these training opportunities, contact Training Manager John O'Keeffe at okeeffej@pragmatics.com or 703-890-8384.

Pragmatics Annual Leadership Meeting

On December 4, 54 Pragmatics managers from across the company attended an all-day meeting at Reston headquarters devoted to the theme “Platform for Growth.” CEO Dr. Long Nguyen opened the meeting, welcoming attendees and thanking them for their continued dedication during a successful year.

COO Joe Brock, CBDO Rich Silver, Senior Vice President and General Manager of the Defense and Intelligence Solutions Division Mike Yocom, Vice President and General Manager of the Federal Civilian Division Brian Brennan, and Vice President of the Pragmatics Technical Solutions Group Sean Cohan updated attendees on business strategy and targets, operations, division growth targets, and the new corporate Innovation Center.

Managers then had the opportunity to hear from contracts, finance, human resources, and IT leverage team leaders. Project managers and leaders profiled Pragmatics’ work on two of our contracts. Executives wrapped up the morning with a question-and-answer session.

The afternoon was devoted to three breakout sessions conducted by COO Joe Brock and consultants from Bold New Directions: building team success, dealing with difficult people, and customer delivery. The last activity of the day was a team building event: teams put together eight toy boxes, which were donated to the Salvation Army.

The annual leadership meeting strengthens the communication and collaboration critical to our success as a company.





In the Spotlight: Cliff Zapf



I am very honored to be "Spotlighted" in *The Pragmatist*. After 27 years in the military and time spent with other large companies and governmental organizations, I joined Pragmatics in 2010. I could tell right away Pragmatics was right-sized for me. Instead of being one of many thousands of employees, I was a valued team member. Thus far my tenure with Pragmatics consists of two phases: working in the Charlottesville, Va. office from 2010 - 2013 and in the Williamsburg, Va. office from 2013 to present. In Charlottesville, I first worked in Systems Engineering and Technical Assistance (SETA) and later as a Contract Advisory Assistance Specialist (CAAS). Both positions were in support of the National Ground Intelligence Center (NGIC). I greatly enjoyed the work there, because I felt I was contributing to the security of our country and supporting our forward-deployed soldiers with the latest intelligence products.

In 2013, I was reassigned to the new Pragmatics office in Williamsburg. I was able to help establish the new office/warehouse facility supporting our Enterprise Classroom Program (ECP) contract. ECP specializes in the design, rehabilitation, installation, and maintenance of audio/video (AV), network, and computing technologies in complex commercial and military learning environments. I am the office manager and also a Project Team Lead and coordinate the AV upgrades for assigned rooms. The ECP team is a terrific group of professionals located in Reston, Va. headquarters; Kansas City, Mo.; and Williamsburg.

In conjunction with my Pragmatics work, I've long enjoyed doing volunteer work with Wintergreen Adaptive Sports (WAS). WAS is a nonprofit organization located at Wintergreen Resort near Charlottesville, dedicated to providing sporting opportunities to people with disabilities. My relationship with WAS began 20 years ago as a parent and further evolved 10 years ago when I became a ski instructor teaching blind and developmentally disabled children to ski. Having been in the military, I got involved supporting ski lessons, complete with resort accommodations, for wounded warriors recovering from traumatic battlefield injuries. I conduct a yearly fundraising golf tournament to help fund year-round sporting opportunities for the warriors.

With Pragmatics I'm not just one employee on a massive org chart, but rather a visible team member pursuing business and personal development goals mentored by stellar senior executives. I look forward to making more contributions to the company.

Pragmatics Exhibits at ATCA and I/ITSEC



Pragmatics was an exhibitor at two recent conferences.

From November 1 - 4, the Air Traffic Control Association (ATCA) held its annual conference at the Gaylord National Resort and Conference

Center in National Harbor, Md. ATCA is the premier forum for aviation professionals, and the conference is attended by key corporate and government decision-makers from around the

world. The conference includes extensive panel discussions, breakout sessions, and keynote speakers; the Pragmatics transportation group is an annual exhibitor.

From November 30 - December 2, the National Training and Simulation Association held its annual Interservice/Industry Training, Simulation and Education Conference (I/ITSEC) at the Orange County Convention Center in Orlando, Fla. I/ITSEC is the largest modeling, simulation and training conference in the world. Mike Sousa, Director of Audiovisual, Networking, and Learning Services, showcased Pragmatics' capabilities at the event.



Pragmatics Intern Member of Award-Winning Team at Yale University Hackathon



Pragmatics intern Daniel Park was a member of a winning team at Yale University's third annual hackathon, YHack, held November 6 - 8. More than 1,200 students from across the country converged on Yale's Connecticut campus for a weekend of coding, brainstorming, and project-building.

The event is designed to encourage students to learn how to code and build outside the classroom environment in an inclusive and enjoyable atmosphere. The participants also learn to appreciate programming, get hands-on experience, and take advantage of the opportunity to interact with other hackers. Participants were required to apply and gain acceptance to compete in the hackathon.

Park was part of the four-member team that created Met Blue, a response to a challenge by JetBlue Airways at the event. JetBlue challenged hackers to come up with the best continuous scrolling mechanism, using JetBlue's application program interface (API). Park's team developed an algorithm that analyzes ticket-buyers' social media, including past behavior and friends' trends, to provide catered flights, paired with a hotel as a package. Each Met Blue team member won \$1,000; a free trip to anywhere JetBlue flies, with hotel accommodations; and a chance to demonstrate their project at JetBlue headquarters.

Park is a senior at the College of William & Mary, majoring in computer science. He joined Pragmatics as a software engineering intern in the Technology Solutions Group, working on mobile prototypes for Pragmatics clients.

Pragmatics Intern Zobair Shahadat Collaborates on Virtual Tour



Pragmatics intern Zobair Shahadat was one of six George Mason University students who collaborated with Manassas Museum staff in Manassas, Va., to develop a virtual tour for the museum website. The tour enables those who can't visit the museum in person to learn about the city's history. They can view exhibits that include dozens of artifacts.

Shahadat and the other students completed the project as part of coursework for a senior design class. They identified the need, searched for a workable platform, and worked with the Manassas IT department during the project.

The tour demonstrates the benefit of using technology to reach the community and provide a means of learning about the city's very interesting history.

To see the tour, visit www.manassasmuseum.org.



Pragmatics Toastmasters Club Celebrates Fifth Anniversary

The Pragmatics Toastmasters Club (a chapter of Toastmasters International) meets once a month at noon at Pragmatics headquarters in Reston. On December 11, the club celebrated its fifth anniversary by hosting an Open House. Door prizes were part of the celebration, and two lucky guests won free memberships. Attendees enjoyed a catered lunch in a collegial setting and were entertained and educated by guest speakers: District 29 Director Lovely Lall, who was a member of the club when it began, and Sean Cohan, Vice President of the Technology Solutions Group, who shared his experiences as a Toastmaster from nearly 25 years ago.

The club's mission is to provide a fun, supportive, and positive learning experience where members are empowered to develop communication and leadership skills, resulting in greater self-confidence and personal growth. During club meetings, speakers volunteer to present short speeches targeted at obtaining the Competent Communicator Award. An evaluator provides constructive feedback highlighting the speaker's strengths and offers suggestions for improving speaking techniques. Participants obtain the Competent Leadership Award by completing 10 projects, such as serving in meeting roles, participating in club activities like helping with a newsletter, or getting involved with a membership-building campaign.

One of the great things about Pragmatics Toastmasters Club meetings is the ability to participate at your own pace. A great way to become comfortable with speaking without the stress of giving a speech is to participate in Table Topics. Table Topics is designed to build quick-thinking skills by giving one-to-two-minute speeches on general topics. You don't have to be a Pragmatics employee to participate; guests are always welcome.

Consider joining us. You'll be in a fun, positive, and educational environment where you can develop public speaking skills among friends and colleagues. For more information, contact Kyra Byron, Secretary, at byronk@pragmatics.com or Todd Godfrey, President, at godfreyt@pragmatics.com.



First Row: Mamatha Jagadish, Lisa Randolph, Christine Pourbabai, Sanjib Sarkar, Deborah Dixon, Lovely Lall, Rhea Simpson, and John McMahon. Second Row: Sean Cohan, Ben Greer, Patrick Eydenberg, Kyra Byron, Todd Godfrey, and Rey Forrest.



Pragmatics Partners with Code of Support to Honor Military Veterans

Pragmatics honored our nation's veterans on November 10 at corporate headquarters in Reston, Va. The company, through its PragmaticSERVES program, partnered with Code of Support Foundation (COSF), an Alexandria, Va.-based national veteran service organization that provides essential and critical one-on-one assistance to struggling military service members, veterans, and their families with the most complex needs. Veterans were selected by COSF's case coordination program team and were present to receive special recognition from Pragmatics Vice Chairman and CFO Kimmy Duong.

"As a contractor for our federal government, including agencies of the Department of Defense, and with a large Pragmatics employee veteran population, we have proudly supported our nation's heroes for many years," said Duong. "We have held drives and dinners, sponsored veteran-focused activities, and made donations to support veterans and their families. On Veterans Day 2015, we are particularly pleased to have an opportunity to honor some of the veterans who have made tremendous sacrifices while serving our country. We thank COSF for their help in making this possible."

"Code of Support Foundation is proud to partner with Pragmatics and its PragmaticSERVES program to select and recognize a cross-section of our nation's warriors and families who served to protect our freedom," said MG Alan B. Salisbury, USA Ret. and CEO of COSF. "All veterans, regardless of service era, deserve our nation's support. Out of the 22 million veterans in the U.S., an estimated 30 percent are struggling or in crisis. Code of Support Foundation is grateful that our client veterans and families selected for this special award, including some who served in Vietnam, will benefit from Pragmatics' outstanding generosity."

Pragmatics will continue its support to veterans through the PragmaticSERVES program, which is dedicated to working with charitable and nonprofit organizations that provide support to those in need.





Vice Chairman and CFO Kimmy Duong Honors our Nation's Heroes



Many Pragmatics employees know that Vice Chairman and CFO Kimmy Duong has supported our nation's veterans, wounded warriors, and their families for many years. What they might not know, however, is that her past life experiences have been the driving force behind her generosity to these heroes.

Duong was born in Nha Trang, Vietnam, and grew up during extremely turbulent times in her native country. She attended the University of Saigon and had a successful career at IBM-Vietnam before immigrating to the United States in 1975, during the fall of Saigon at the end of the Vietnam War.

The U.S. military evacuated Duong from Vietnam on a helicopter, and she was then taken by boat to a refugee camp in Guam.

From there, she went to Wake Island in the Pacific and then to Fort Indiantown Gap, Pennsylvania, one of the four military posts in the U.S. used as refugee resettlement centers in the aftermath of the war.

Duong has never forgotten the help she received from our military during that time, amid great personal worry and concern about how she would survive in the United States. As a result, she continues to take every opportunity to help veterans and their families and was recently honored by the 82nd Airborne Division Association Wounded Warriors fund for her contributions.

For Veterans Day 2015, she partnered with the Code of Support Foundation (COSF) to give special recognition to ten veterans and their families at a meeting at Pragmatics headquarters (see story on Page 11). COSF is an Alexandria, Va.-based national veteran service organization that provides essential and critical one-on-one assistance to struggling military service members, veterans, and their families with the most complex needs.

During the meeting, Duong addressed veterans and their families, COSF employees, and Pragmatics employees:

"As most of you know, my family and I came to the U.S. as refugees more than 40 years ago. We are very glad that the Code of Support gives us an opportunity to do what we always want to do: support our soldiers and our country."

"I would like to take this opportunity to express our appreciation — our gratitude to our soldiers, our heroes. Without you, we would not have peace and freedom, and more than that, the world would not have peace. I cannot describe all the things we would not have without your sacrifices, because there are too many. But one thing I can tell you is that we owe a lot to you."

Pragmatics employees are proud of Kimmy Duong's continuing support to those who defend the United States and countries around the world every day.



Angel Tree

PragmaticSERVES partnered with the Salvation Army for its Angel Tree Program for an eighth consecutive year. The Angel Tree program focuses on giving clothing and toys to children in need during the holiday season. This year, Pragmatics helped 75 children up to 12 years of age in the Washington, D.C. community. Thanks to everyone who participated for their great generosity.



Paws for Patriots

On December 1, PragmaticSERVES donated to the Southeastern Guide Dogs' Paws for Patriots program through our Tampa, Fla. office. Paws for Patriots places highly trained dogs with visually impaired veterans and veterans living with PTSD. They also place emotional support dogs in veterans' homes and in military health facilities. Denise Ennis presented the donation on behalf of Pragmatics.



Coat Drive

This year, PragmaticSERVES partnered with Cornerstones – Hope for Tomorrow Today for the organization's coat drive. Pragmatics employees donated new and gently used coats, hats, and gloves to help those in need this winter season. Thanks to everyone who donated for their generosity.



Computers 4 Students

On December 18, Pragmatics donated over 300 computers and monitors to Computers 4 Students. The organization refurbishes computers for children whose families are unable to afford them.





New Employees

Pragmatics welcomes the following new employees who joined the company from October 1 - December 31:

SAMUEL AGUILAR

AUSTIN AMENT

DEVENDRA AROLE

MARIALUZ BAHRAMI

JOSHUA BALDITT

SANDYA BANDARU

BRUCE BARTH

SHALEEM BHATTI

CHARLES BOOKER

DONNA CURTIS

RAJESH DATLA

KEVIN DAVIS

JEFFREY DIEDERIKS

JOHN DOTSON

SIZWE DUMISANI

JOHNATHAN DUMONT

EDWARD HALL

GEOFFREY HARPER

DAVID HENDRICKS

ROBERT HOOVER

TYRONE JOHNSON

KAZADI KABEYA

KASHIF KHAN

KEITH LACY

YONG LEE

ERIK LERCH

MANARUM LHERISSON

KARL LUDWIG

CHELSIE MARKUS

STEVEN MAROTT

NICHOLAS MILTON

MATTHEW MORRIS

WILLIAM NIGHTINGALE

SPYRIDON PANGALOS

ROWSHAN PARVEEN

PRAGNESHBHAI PATEL

TIARA PONDER

PRAVIN POWALE

BRYAN PRICE

VERONICA RASKOVSKIY

ALYSON ROBBINS

LAWRENCE ROTOLO

MARIOS SAVVA

MICHAEL SCHROCK

FATMA SIRAJ

WENDY THOMPSON

AMY TREVISON

KEITH TUCKER

LESLIE TURNER

ASHLEY VOLPICELLI

LOLITA WELLS

MATTHEW WELLS



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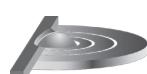
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The Pragmatist addresses topics relevant to Pragmatics employees and clients. If you would like to contribute, please contact Linda Alkire at alkirel@pragmatics.com.

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