ActioNews

ActioNet solutions are built on **People, Innovative Processes, Technology** and **Partnership**. ActioNet has established an outstanding track record of creating continuously forward-looking, cost-effective IT solutions, meeting such Federal mandates as 'cloud-first' initiatives. Our ActioNetCloud™ family of service offerings include:

- ➢ **ActioNetDesk™**
- ➢ **ActioNetAgile™**
- ➢ **ActioNetHosting™**
- ➢ **ActioNetMobility™**
- ➢ **ActioNetCyber™**
- ➢ **ActioNet360™**

For a complete list of ActioNet-Cloud® Solutions, visit www. actionet.com/Solutions/ ActioNetCloud.asp

ActioNet's Core Values center on Customer Service, Employee Growth and the Quality of our Work. We continually invest in our people and our capabilities with a continual process improvement focus based on ISO 20000, ISO 27000, ISO 9001, HDI and CMMI® Level 3. We are proud to have many certified staff:

- ➢ 500 ITIL Certified
- ➢ 100 PMP Certified
- ➢ 80 DoD 8570 Compliant
- ➢ 35 ScrumMasters
- ➢ 24 AWS Certified Technical

The key to successful transformation into a performance-based, customer-focused organization is clearly defining the current state of the organization and building a detailed roadmap for improving service delivery.

Ashley W. Chen
President & CEO
703.204.0090
info@actionet.com

ActioNet, Inc.
2600 Park Tower Drive
Suite 1000
Vienna, VA 22180
www.actionet.com

ActioNeters Giving Back to the Community
Heart of Gold - ActioNet Team Food Drive

In 1971 Neil Young wrote the song "Heart of Gold" starting with "I'm Living, I'm giving, I'm searching for a Heart of Gold". In Fall 2015, ActioNet, Inc. sponsored a "Heart of Gold" food drive competition, collecting non-perishable food items for the Arlington Food Assistance Center (AFAC). 8 teams registered in the competition. Our fierce and friendly competition to claim the title for the Heart of Gold took on the larger mission of helping the many starving people in the world and we REALLY wanted to make a difference. Our Top 3 Winning Teams were as follows: "We CAN Do It" (Gold), "CANUCOPIA" (Silver) and "Show Me Your CANS" (Bronze). As of 10/23/2015, over 3,377 items were collected. Everyone contributed, we had fun and the outcome was rewarding for all. ActioNeters work hard, play hard, live healthy and have Hearts of Gold!!!
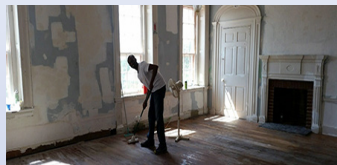
ActioNeters Giving Back in Baltimore, MD

ActioNet's CICDIM Contract Project Management team spent August 28, 2015 working together to give back to the community in Baltimore. So many PMs volunteered they were divided up among two projects!

Our Daily Bread – Lunch Service

One group had the privilege to provide approximately 600 hot meals to the working poor and homeless in Baltimore. It was humbling to spent time with men, women and children who need a bit of compassion, caring and a hot meal.

Civic Works – Community Service Restoration

The other group helped in the restoration of Clifton Mansion in Baltimore as part of the Civic Works community service program, focusing on 3 rooms on the second floor to be used as meeting rooms and offices.

ActioNet Named One of the Fairfax First 50!

The Fairfax County Board of Supervisors, in partnership with the National Center for Transit Research (NCTR), designated ActioNet, Inc. one of their Fairfax First 50! A special award was given on December 8, 2015 for being one of the "Best Workplaces for Commuters" (BWC). acknowledging employers who excel in implementing green commuter programs such as ridesharing, transit benefits, biking, walking, teleworking, and alternate work schedules. Many ActioNeters commute to work by bike, Metro, carpools and vanpools.

Happy Holidays From ActioNet!

ActioNews

Turning **VISION** into **ACTION**®

Think Global **Act** Local **Move** forward

By Ashley W. Chen, President & CEO

PRESIDENT'S NOTE

Dear Friends,

As ActioNet celebrates its 18th Anniversary in January 2016, we want to say Thank You for being part of our journey of **Turning Vision into Action**®. It is our privilege to be **Your Trusted Innogator™**. ActioNet continues to grow as a Global Organization with Local Reach while remaining Agile, Flexible & Responsive.

Best wishes to you and your family for a Happy and Healthy Holiday Season and New Year! *Think Global, Act Local, Move Forward.*

Ashley W. Chen
President & CEO

IN THIS ISSUE

At ActioNet, we are proud of the fact that our first two customers (DOT in 1998 and DOE in 2000) are our largest accounts today. One day I was having a conversation with one of our customers in DOT and he mentioned, "The reason we continue doing business with ActioNet is because ActioNet brings to the table very broad capabilities, but still has a Small Business touch!" Then he continued, "It is like walking into Home Depot with large selections, but with local hardware store service." It dawned on me – this is exactly what ActioNet is about – Excellent Customer Service with Broad Capabilities.

The world is changing and we must adapt to change as well. Change must start within ourselves – how we think AND how we act. As leaders, we must believe in Change, make changes and have a hands-on approach to leading the changes within the organization. ActioNet has never operated like an 8(a) Small Business - we Think Big and are not afraid of Going Big. We can provide better and more cost effective service to our customers by scaling and sharing. This is a true win-win partnership. Leading transformation starts with a Vision and the ability to energize and enable our ActioNeters to break though boundaries and to boldly go where no one has gone before! Continuous Innovation is in our blood.

"The world is changing very fast; big will not beat small anymore. It will be the fast beating the slow. - Rupert Murdoch."

"ActioNet continues to grow as a Global Organization with Local Reach while remaining Agile, Flexible & Responsive."

"The advent of IPv6 and the associated increase in address space has facilitated the developemnt of the Internet of Things."

The Internet of Things (IoT) and the Hyper-Connected World

By Jeffrey D. Abish, EVP & CTO

The next wave of technology has been predicted to be dominated by smart devices that are connected and have the ability to share and process information. Since our industry feeds on the latest and most catchy terminology that reinvents existing concepts, we now have the Internet of Things (IoT). Just what exactly are "Things" and what will be "Connected" in the foreseeable future?

At Home

As an example of "Things" from a consumer perspective, the Smart Home concept has been around for at least a few years, but this concept has grown from the ability to manage lights and thermostats with universal remote control devices to the emerging and growing use of Smart Apps and Wi-Fi to control a wider variety of small and large appliances including coffeemakers, washing machines and dryers, refrigerators, security systems and, of course, your smart phone.

Things That Make Us Go

Now let's look at examples of "Things" in the broader business world. So far, the Internet of Things has been most closely associated with machine-to-machine (M2M) communication in the manufacturing, power, oil and gas utilities, and automotive industries. Products built with M2M communication capabilities are also referred to as being smart.

How Things Connect and Communicate

Traditional Wi-Fi has become ubiquitous and relies on wireless access points that provide the following functions:

➢ Physical support for wireless and wired networking

➢ Bridging and routing between devices on the network

➢ Service provisioning to add and remove devices from the network

The newer Wi-Fi Direct devices are able to communicate with each other without requiring a dedicated wireless access point, in essence becoming peer-to-peer (P2P) communications. The Wi-Fi Direct devices negotiate when they first connect to determine which device shall act as an
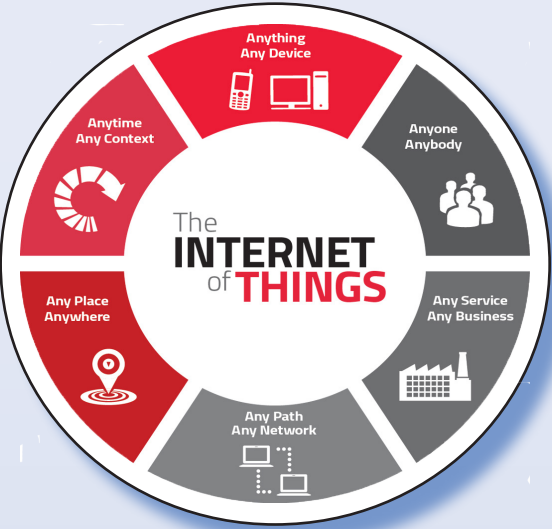
access point. The "pairing" of Wi-Fi Direct devices can be set up to require the proximity of a Near Field Communication (NFC), a Bluetooth Signal, or a button press on one or all the devices.

Any other natural or man-made object can conceivably be assigned an IP address and provided with the ability to transfer data over a network. So how do we address an order of magnitude that amounts to billions of potential devices to connect?

The advent of IPv6 and the associated increase in address space has facilitated the development of the Internet of Things. According to Steve Leibson, who identifies himself as "occasional docent at the Computer History Museum," the address space expansion means that we could "assign an IPV6 address to every atom on the surface of the earth, and still have enough addresses left to do another 100+ earths." In other words, humans could easily assign an IP address to every "Thing" on the planet. An increase in the number of smart nodes, as well as the amount of upstream data the nodes generate, is expected to raise new concerns about data privacy, data sovereignty and security.

Securing the IoT World and Our Future

Security is the key to unlocking the potential of IoT and there is a need for a Standards Body to address the challenges of this new emerging hyper-connected world, which is both exciting and sobering at the same time. Before we conjure up images of the machines taking over the planet a la "SkyNet" or "Genisys" with self-aware and

As part of our Continuous Improvement, ActioNet has been conducting Semi-Annual Customer Surveys for the last 15 years. We ask one key question in every survey, "Would you like ActioNet Leadership to follow up with you?" Many of the new(er) customers were surprised that "Ashley Chen actually called me to follow up?!" Indeed, I will call you if you answered "Yes". ActioNet continues to grow as a Global Organization with Local Reach while remaining Agile, Flexible & Responsive.

Did You Know?

➢ ActioNet has sustained double-digit growth annually since 1998

➢ ActioNet ranked #60 in the 2015 Washington Technology's Top 100

➢ ActioNet ranked #1 among the 2015 GovWin Woman Owned Businesses

➢ ActioNet was named to the Washington Post Top Workplaces in 2015 and 2014

➢ There is a Fruit Bowl in the ActioNet kitchen filled with fresh fruits daily since 1998

➢ We collected over 3400 items in the ActioNet Food Drive in October 2015

➢ We crowned a 2015 ActioNet Iron Chef of the Year

➢ The Voice behind "Thank You for calling ActioNet" is the Winner of the "2015 Voice of ActioNet" Contest

➢ ActioNet has truly got talent – Check out "ActioNet's Got Talent" on our Web Site

It does take a TEAM to get the job done and distinguish ourselves as one of the fastest growing companies in the United States. As ActioNet celebrates its 18th anniversary in January 2016, we have much to be proud of and thankful for. It is our privilege to be **Your Trusted Innogrator™**. Our commitment to our Core Values remains stronger than ever and, as I always say, the best is yet to come.

Think Global, Act Local, Move Forward. Thank you for being part of our journey of **Turning Vision into Action®**!

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self-determining capabilities and time travel, we do need to be cognizant of the security implications as all of these "connected" devices are open to hackers, which have the potential to compromise our critical infrastructure and put public safety at risk.

The aggregation of information leveraging Big Data capabilities across multiple connected devices has implications for protecting Personally Identifiable Information (PII) and other sensitive data. IoT is high on the DHS funding list. Earlier this year, the agency's Science and Technology (S&T) Directorate launched a Cyber Physical Systems Security (CPSSEC) program intended to spur development of security measures as part of the design process for IoT devices. In an amendment to a DHS five-year procurement program, the S&T Directorate described the crux of the problem: the "cyber physical" systems hitting the market now have largely "not been subjected to comprehensive threat analyses, have both known and unknown vulnerabilities, and lack security as an integral part of design." The more IoT devices that are deployed, the bigger the problem will be, DHS

officials noted. Lessons learned from the past clearly show that "bolting on" security after the fact has disastrous consequences.

Summary

We have come a long way from the first Internet appliance which was a Coke machine at Carnegie Melon University in the early 1980s. We are now connected in more ways and places than we realize. Despite the challenges that this represents, we need to embrace change and build the bridge to the future on solid ground.

We continue to broaden our thinking (*Think Global*), break mindsets and transform the way we do business. ActioNet values staying close and connected to our customers and their Missions (*Act Local*) while we remain agile in Execution (*Move Forward*).

"We continue to broaden our thinking (Think Global), ... staying close and connected to our customers ... (Act Local) while we remain agile in Execution (Move Forward)."