



THE NATIONAL CENTER
FOR SIMULATION

The NCS Nation Newsflash

January 2024

The NCS Nation Newsflash highlights initiatives, future events, leadership team updates, and Board of Directors and member company insights. Follow our social media platforms for up-to-the-minute updates!



A Message From George Cheros, Our CEO & President



Welcome to our Winter NCS Nation Newsflash!

Happy New Year to our members, academic partners, Team Orlando, and other government partners! We closed out the year with a tremendously successful 2023 I/ITSEC. Congratulations to our colleagues at NTSA on an outstanding conference.

Our NCS Membership Night is scheduled for Thursday, January 18. Our team, led by Lana Wallis, promises to provide an outstanding venue, food, drinks, and a few surprises to make this a fun event to celebrate and kick off the New Year! Also, our 11th Annual Lou Frey Memorial Charity Golf Tournament will be held at the prestigious Interlachen Country Club on March 25, 2024. Sponsorships are going fast... reach out to us if you would like to join in on this special day that has raised over \$500,000 for scholarships, STEM, and Civics education.

I would like to use this forum to pay tribute to RADM James Robb, who passed away on November 1. Most of us remember him as the President of NTSA and the "face of I/ITSEC". Before that, he had a distinguished career as a Naval aviator and officer in the United States Navy. During my conversations with him, his dedication and concern for our industry always came through loud and clear. The NCS team joins our colleagues at NTSA in mourning his passing and my thoughts and prayers are with his family at this difficult time. Please keep his family in your thoughts and prayers.

I hope you find this newsletter to be informative. Feel free to personally contact Neal or me with any questions and suggestions. Thanks for the continued support!

George

George E. Cheros
President and CEO

The NCS Team Is Your Partner - Ready to Support You!



The National Center for Simulation was established almost 30 years ago to "lead the growth of the Modeling and Simulation industry" through impactful efforts and accomplishments. Together with Team Orlando, government, and academia, we strive to provide the platform, infrastructure, and resources to develop and expand this important technology. Our key objectives are to support our industry, which provides cutting-edge solutions to the Warfighter from all military branches; enable tech transfer to civilian vertical markets, and strongly support STEM education development from elementary through postgraduate school.

We support 360 members and a \$7 billion industry, with a membership that includes companies ranging from large primes to many small and start-up businesses. Our initiatives focus on integrating defense developers and users of the technology into other verticals such as construction, energy, entertainment, healthcare, gaming, space, and transportation.

I/ITSEC 2023



Was a great showing at I/ITSEC once again this year. Thanks to all our Booth Partners and visitors who dropped by this year.

I/ITSEC by the Numbers

- 18,000 Attendees
- 500 Exhibitors
- 1000 Army Personnel
- 950 Air Force Personnel
- 700 Navy Personnel
- 200 Marine Corps Personnel
- 50 Space Command Personnel
- 2000 International Attendees
- 370 Papers Reviewed
- \$ 180,000 in Scholarships Given Out

NCS 2024 Board of Directors Adds Seminole County Government and Full-Sail University

Congratulations to Gui Cunha from Seminole County Government who is joining the NCS BoD as an advisor. Dr. Haiffa Maamar from Full-Sail University was elected for a three-year term to the NCS Board of Directors.

Learn more about our NCS Board of Directors at this [link](#).

NCS Board of Directors



NCS Membership Night Set for Thursday, January 18th



NCS will hold our Membership Night from 5:15 to 7:15 in between Partnership II and Partnership III Buildings at 3039 Technology Parkway, Orlando, FL 32826. Our Annual Parking Lot Party this year will have an Italian theme and get ready for some new twists for Membership Night. You don't want to miss this one! Please register at this [link](#).

NCS takes MS&T Delegation to Washington, DC on the Capitol Hill Connection Trip.

Our ability to work with Congress and State Representatives are crucial for our MS&T industry. Visits to NCS and Team Orlando provide a way to educate our leaders on the day-to-day issues arising from the procurement of Training, Aids, Devices, Simulators, and Simulations (TADSS).



Pictured above: A dozen company leaders from our MS&T industry spent two days on Capitol Hill meeting with Representatives and staff and discussing key issues for our MS&T industry as we elevate our MS&T priorities and goals to our national leaders.

NCS MS&T Community: Talented and Ready to Partner



NCS, as part of Team Orlando representing industry partners, works with government, and academia to provide the platform, infrastructure, and resources to develop and expand this national critical technology of M&S.

One key objective is to strongly support STEM education and workforce development from elementary through graduate school. One imperative for 2024 is working with the newly

established agencies to expand their roles in Central Florida in the Space sector. In a recent study Bank of America expects the Space industry to triple to a \$1.4 trillion market within a decade. With the intention of STARCOM moving to the Space Coast 2024 sets up for continued expansion of MS&T and Space sector partnerships.

Working with Federal, State, and Local Representatives

The leverage of our academic, industry, and government partners leads to the ability to educate our local, state, and federal representatives. This allows us to seize the moment to fuel Central Florida's economy and continue to make Florida one of the most military-friendly states in the union.

One of the essential relationships is working with our state partners on the Governor's Florida Defense Alliance and the Florida Defense Support Task Force. This relationship reaches back to 1999 under then-Governor Jeb Bush.



The Florida Defense Alliance reports to the Florida Defense Support Task Force (FDSTF) and has played a large part in the protection and growth of the 21 bases throughout the State of Florida over the years. The Florida Defense Alliance (FDA) has two critical working groups:

1. Base Mission Sustainment & Growth
2. Family Support Working Group.

Working alongside the FDSTF and FDA is critical to helping NCS continue to promote, protect, and grow the MS&T ecosystem.

Lunch & Learn Events: Thanks to All Those That Attended



It was another busy year for Lunch & Learns at NCS. NCS hosts Lunch & Learn throughout the year. If you have something to share with our members and would like to host a Lunch & Learn please [review our guidelines](#). As an example, Align Business Advisory Services provided a seminar over lunch on M&A in Government contracting.

Dena Jalbert, CEO and founder of Align Business Advisory Services, and Fran Korsec, Director of M&S Services Southeast Region discussed how most founders and entrepreneurs do not start their businesses with the idea that one day they will have the opportunity to sell their life's work and solidify their legacy. However, in today's rapidly changing Mergers and Acquisitions transaction market, Private Equity and large corporate buyers are rapidly seeking high-quality founder-owned businesses. This holds true for Government Contractors but there are unique situations that must be navigated in this vertical market to ensure a successful outcome. Together Dean and Fran shared market insights and ways to position a company to help ensure the sale of your business delivers a lasting high-quality outcome.

Vu Studios Hosts Exciting New Opportunities for the MS&T Community

Congratulations to Vu Studios on hosting the MS&T community at their facility. "We are thrilled to expand the VU network into Orlando, a global destination for film and entertainment," says Tim Moore, CEO of VU Technologies. "Our latest studio location is just miles away from Disney and Universal Studios, two of the region's largest producers of film and video content. In addition to being a top market for commercial filming, Orlando has seen

exponential growth in gaming and AR/VR development in recent years.”

Watching companies grow, supporting the relocation of out-of-state companies to Central Florida, or establishing new homes for new company projects or programs is one of the things that we like supporting best at NCS.

Our MS&T community is known best for how large and small companies mentor each other. While competitive in winning contracts, when it comes to growing the entire MS&T community, companies always step up to work together for the good of the entire MS&T ecosystem.



MS&T Evangelists: Sharing Our Community's Message



NCS leadership is always excited to get out and spread the message of the Central Florida MS&T community. It's our passion -- whether talking about Team Orlando, STEM MS&T Pipeline, or the digital transformation occurring across all economic sectors with digital twins. We look forward to facilitating more of those discussions as digital twins move from hype to reality.

We want to thank our partners at Synapse for inviting us to speak at the Dr. Phillips Center during Meta Center Global Week in Central Florida.

Connecting our communities is of utmost importance in the era of digital transformation. The commonality of our important mission to save time, money, and lives with simulation is a thread between both communities. So letting each community understand and be aware of requirements and challenges is an important conversation.

Pic above: Meta Center Global Week in Orlando Florida at the Synapse Orlando at the Dr. Phillips Center. The panel included Allen & Company (Kyle Binni), Blue Origin (Christopher Gaughan), Intuitive Research Technology Corp (Tim Hill), Cole Engineering Services (Stu Armstrong), and Defense Health Agency (Jude Tomasello)

Featured Companies -- Getting to Know Our Members



Member Spotlight Series

AVT Simulation



AVT Simulation just celebrated its 25th Anniversary. Founded by Robert Abascal in 1993, AVT has grown to become the small business Systems Integrator of choice for the Modeling and Simulation community. AVT is an "end to end" training service provider that can design, develop, train, and sustain training devices in support of Warfighters. The corporate culture is shaped by the 25% of employees who are veterans, service to the Warfighter comes first. Products include the Apache Gunnery Trainer (AGT) used by AH-64E Apache units, the enhanced Reconfigurable Collective Training Device (eRCTD) used in the US Army Aviation Flight School, Construction Equipment Virtual Trainer (CEVT) used at the US Army Engineer School and the Targeted Fidelity Apache Tactical Trainer (TFAT) used by FMS customers. AVT's Training Center teaches courses like Simulation 101, Artificial Intelligence, and how to do business with DoD. AVT also has a light manufacturing capability that can deliver quality products tailored to your needs. Engineering Software, Hardware, Electrical, Modelers, and Database creators, AVT can help with your project. To learn more, see www.avtsim.com.

- Mr. Kevin Vissarri, SVP of Business Development

www.simulationinformation.com



“ I am sincerely grateful to be able to serve on the NCS Board of Directors and continue to actively contribute to the flourishing Modeling and Simulation ecosystem here in Central Florida. The opportunity to be part of the NCS Board is particularly inspiring, given the organization’s commendable efforts in cultivating collaboration between the Government, Industry, and Academia to ensure the Warfighter has the very best training products available which allow them to have an advantage over our adversaries and to return home safely. ”

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There's Room for Your Company at the NCS Big Five Events!

Considering an NCS sponsorship? We offer opportunities to be a part of all NCS Big Five Events or pick and choose which events work best for you, individually, and for your company.

----- NCS Big Five Events -----

- NCS Membership Night | January 18, 2024
- Lou Frey Memorial Golf Tournament | March 25, 2024
- Florida Simulation Summit | May TBD, 2024
- Business-2-Business Networking Event | September TBD, 2024
- NCS Hall Of Fame | October 2024

[Learn More About These Events On Our Website](#)

[Sponsorship Packages for the Big Five Events](#)

**From the STEM Corner:
STARBASE CFL Kicks Off Another Year of Programming!**



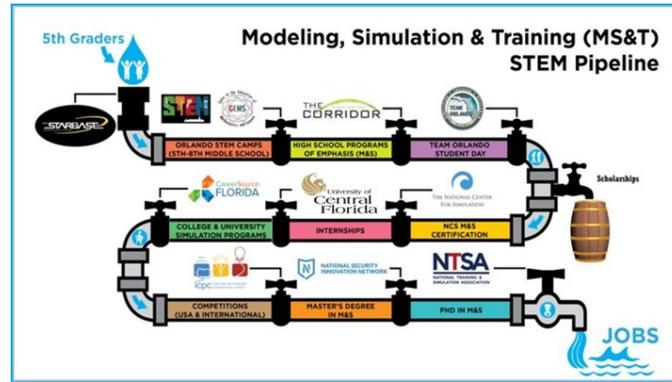
Happy New Year from the NCS STEM Team!

We want to thank all our STEM Friends who have donated their time, energy, and funding to support our workforce education initiatives. We continue to successfully build community relationships and educate over a thousand students and hundreds of educators in 2023! We have established a strong learning network across our Central Florida districts, the nation's educators through DoD STARBASE training, and internationally with Welsh educators.

We would like to introduce all to the STEMLins, our First Lego League (FLL) Robotics Team! This is a team of young students who are beginning their journeys through our pipeline! Thank you to Chris Voltzke, our newest STEM educator, and Daniel Vu our intern for outstanding coaching. At the FLL qualifiers in December, the team earned 7th place overall out of 18 teams giving them the first alternate slot to the Central Florida Championship. More exciting, the team won first place on their Innovation project and got to pitch their product to Embry-Riddle senior design students during the Innovation Spotlight in February!

As we prepare for summer programming that will take students into the MEDiverse through a deep dive into the world of simulation from a medical perspective, Lana Wallis dedicated time to getting certified as a Stop the Bleed Instructor! We are excited to engage with all our medical simulation SMEs out there this summer. We look forward to an outstanding year that exceeds 2023 in exposure and quality content as we prepare our future MS&T workforce together!

To learn more about the NCS STEM program, DoD STARBASE Central Florida, or how you can get involved, please contact **Abbie Easter**, Business Operations Manager for DoD STARBASE CFL. If you want to join our ecosySTEM of learning, fill out this [SME Interest Form](#).



Q & A With NCS COO Dr. Neal Finkelstein



Question: With the tremendous turnout at the annual I/ITSEC Conference what was one of the biggest takeaways from this year?

Answer: Certainly, when you are at I/ITSEC you can see the trend to more early mornings and late nights so that everyone can get their special event or networking in before the day ends. So longer days are certainly on the rise at I/ITSEC. But the one thing

I think we saw this year was the appreciable increase of Space Command folks who have joined us. There was a time when it was the Army, Navy, Air Force, Marine Corps, Academics, and industry now adding Space Command to the event is very important. As mentioned above Bank of America just did a study on the Space industry and they suggest it is going to triple to a \$1.4 trillion market within a decade. We think the MS&T industry is ready to gather more momentum with the close alliance we already have with the Space sector. By embracing the Digital Transformation and Digital Twin that we continue to see demonstrated on the I/ITSEC showroom floor we expect an even greater number from the space sector to show up in the upcoming years.

As I always say, NCS is like a YMCA: the more time you invest into our community the more you get out of it. There is strength in numbers, and we want you to be actively involved in this mission to ensure your voice is heard in advocating local, state, and federal policies. By pooling our resources and uniting our efforts we are a force multiplier with 350+ member companies. This way we can better promote, protect, and grow the MS&T industry. Please take a deep dive into this [website](#) for opportunities to work closer with NCS.



Become A Member!
JOIN US TODAY

"NCS has a fundamental objective of extending modeling, simulation, and related technologies into new applications-- principally by growing the membership, leveraging the investments

that have been made in defense-related programs, and pursuing new and emerging commercial opportunities, such as education, medical/health care, space, energy, transportation, manufacturing, digital media, serious games, entertainment, and Digital Twin technology.

I encourage you to become a member of NCS and leverage our resources to the betterment of your company's full potential."

*George E. Cheros
President/CEO*

Become A Member

NCS Lunch & Learn Opportunities for Member Companies



An important key focus area at NCS is to provide a platform for member companies to learn about current events that can impact business and the community.

As such, NCS hosts Lunch & Learn throughout the year. If you have something to share with our members and would like to host a Lunch & Learn please [review our guidelines](#).

Improving Industry-Military Communication: 2024 PALTs

In response to Industry's continued requests to improve communication between Military Contracting Commands in Orlando, the Services continue to host monthly Procurement Administrative Lead Time (PALT) update sessions. These are open to Industry participants intending to pursue contracts and/or business with the U.S. Government. To learn more about PALTs and scheduled sessions, visit [here](#)



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