

The Congressional Process

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The Congressional Customer

- Members of Congress
 - US House of Representatives
 - ✓ 435 Members
 - ✓ Two-year terms
 - US Senate
 - ✓ 100 Members
 - ✓ Six-year terms
- Congressional Staff
 - Professional Staff Members
 - ✓ Work on one committee
 - ✓ Subject matter experts
 - ✓ Often have military background
 - ✓ Support Chairman (majority) or Ranking Member (minority)
 - Personal Staff
 - ✓ Work for one Member
 - ✓ Handle a multitude of issues



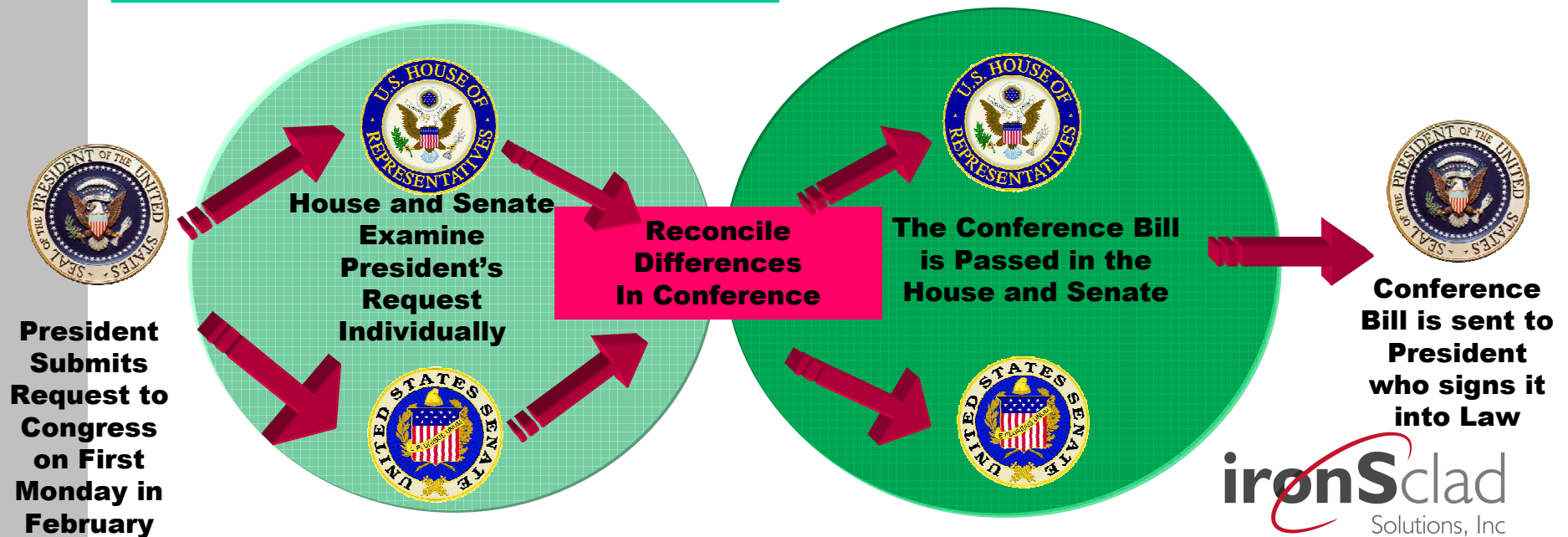
Formation of the Defense Bill

AUTHORIZATION

Description of congressional intent, authority to proceed on a program, restrictions on use of funds, statements of policy, etc.

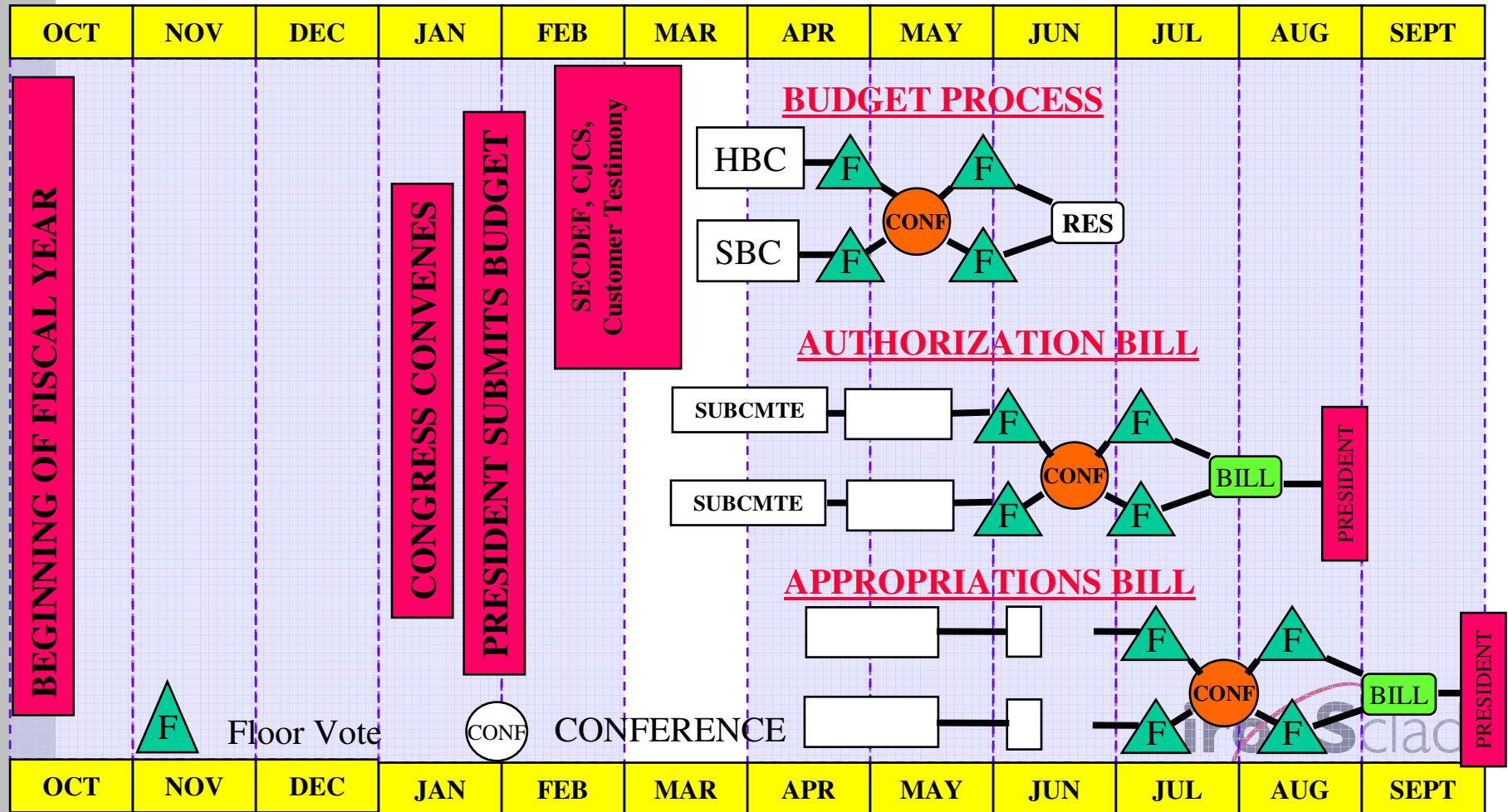
APPROPRIATIONS

Provides amount of funding to expend on a program.



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Congressional Timeline



Keys to Congressional Support

- Program Performance
 - Staff constantly monitor cost, issue and performance from various sources (customer, competitors, press, etc.)
- Service Support
 - Congress looks for support from customer; if they don't see it, they're inclined to cut funding
 - Congress unlikely to support congressional plus-up if customer does not support
 - Presence on an Unfunded Requirements List is best indicator of strong customer support
- Strong Communication
 - Congressional customer hates to be surprised
 - Information (good and bad) travels to Congress very quickly – it's in our best interest to provide information proactively and regularly
- Broad Base of Support
 - The more Members asking to support a program or add to it, the greater the chance of success

