

The Congressional Process

MARCH 29, 2006

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The Congressional Customer

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



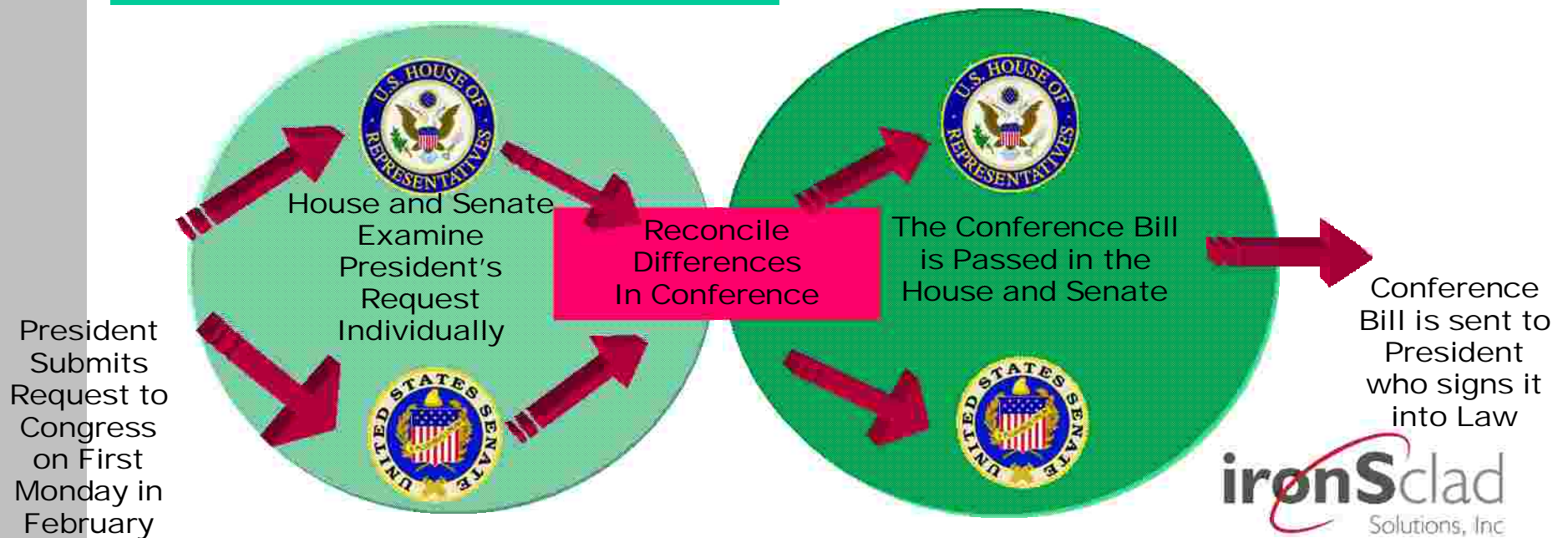
Formation of the Defense Bill

AUTHORIZATION

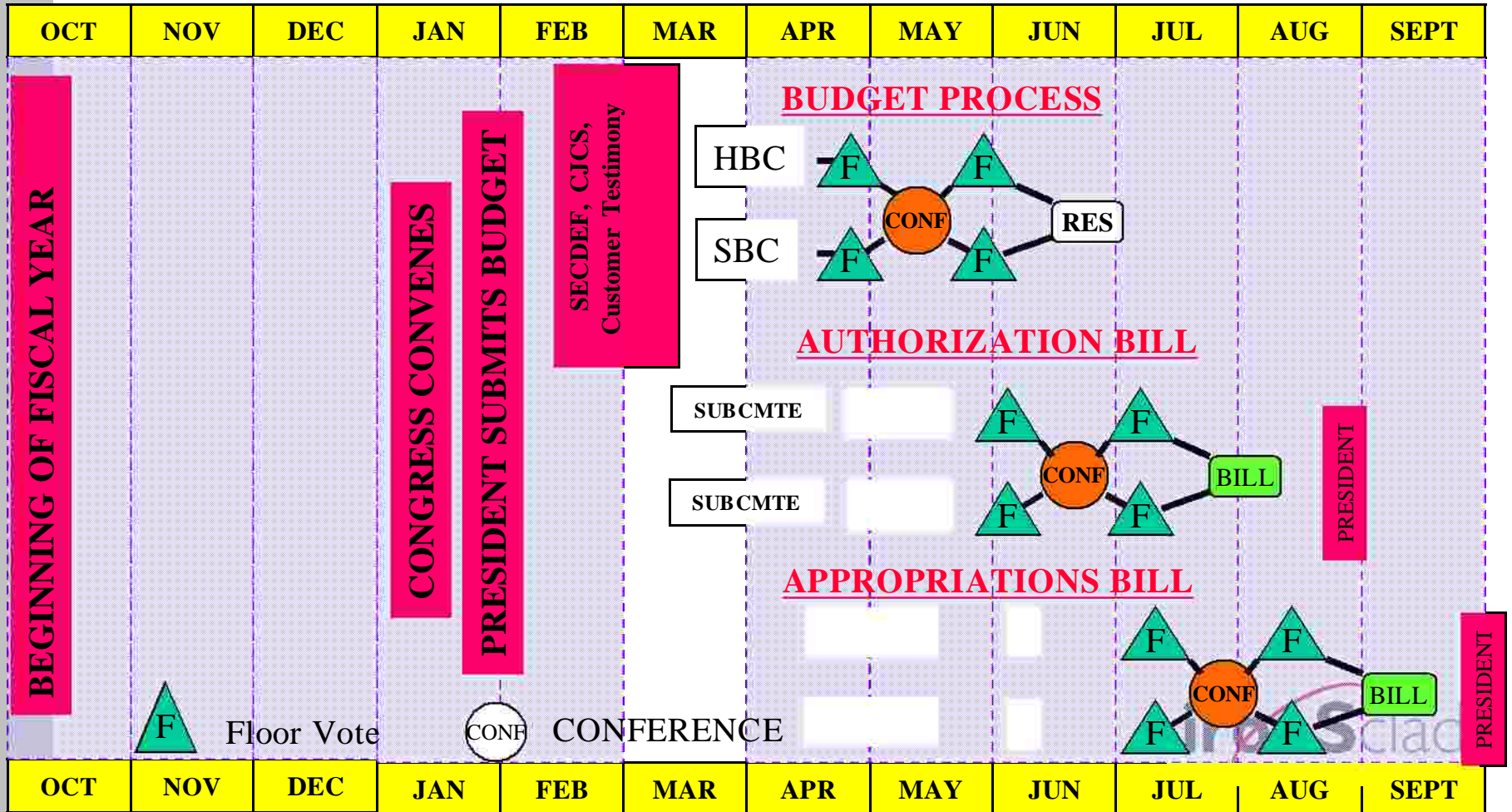
Description of congressional intent, authority to proceed on a program, restrictions on use of funds, statements of policy, etc.

APPROPRIATIONS

Provides amount of funding to expend on a program.



Congressional Timeline



Keys to Congressional Support

- n Program Performance
 - § Staff constantly monitor cost, issue and performance from various sources (customer, competitors, press, etc.)
- n 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
- n 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
- n Broad Base of Support
 - § The more Members asking to support a program or add to it, the greater the chance of success

