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## **CEO of Avineon Discusses Success Strategies for Graduating 8(a) Companies at TiE-DC Event**

**What:** Remaining a strong competitor in the government contracting industry is an ongoing challenge. To help, the Small Business Administration (SBA) has created a business development program to help small disadvantaged businesses, known as 8(a) companies, compete in the economy and access the federal procurement market. Companies graduating the 8(a) program may find it particularly difficult as they face unrestricted competition with major government contract players. Preparing for the transition beforehand allows 8(a) graduate companies to gain a healthier market position.

As a charter member of TiE-DC, Avineon, Inc., a successful provider of IT, engineering, geospatial and program management services in the government and commercial sectors, will participate in a session offering advice for graduating 8(a) companies. With more than 25 years of experience in government contracting, Avineon's president and CEO, Karlu Rambhala, will offer his insight in a TiE-DC information session entitled "The 8(a) Program: Exit Strategies." Sponsoring the event are TiE-DC, Washington's largest organization of entrepreneurs that fosters entrepreneurship and innovation throughout the Mid-Atlantic, and The Small and Emerging Contractors Advisory Forum (SECAF), a non-profit organization committed to building a healthy and prosperous government contracting community. The event's speakers, local executives of present and former 8(a) companies, will discuss how companies can better prepare for success in the post 8(a) phase.

Featured speakers include:

- Karlu Rambhala, president and CEO, Avineon
- Shiv Krishnan, president and CEO, Indus Corporation
- Cindy Castillo, CEO, CSSI, Inc.

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for Graduating 8(a) Companies at TiE-DC Event

**Where:** Tower Club, Tysons Corner  
8000 Towers Crescent Drive  
Vienna, VA  
<http://www.tie-dc.org/>

**When:** Tuesday, Oct. 23, 2007, 8:00 – 10:00 a.m. ET

**About:** Avineon, a CMMI Maturity Level 3 and ISO 9001:2000 registered company, is a diversified high technology company that provides information technology (IT), geospatial, engineering and program management services. With headquarters in Alexandria, Virginia, and offices in Alabama, Florida, Indiana and Virginia, Avineon also maintains subsidiaries in Europe and India. In IT, Avineon specializes in web-based architecture, systems engineering, application development and on-going network and security support. For additional information please visit [www.avineon.com](http://www.avineon.com).

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