

My name is Dan Flynn. I am President and CEO of Accipiter Systems. It is an honor to be here with you today.

In 2002, U.S. President George W. Bush is signing the Homeland Security Act into law, establishing the Department of Homeland Security. This was the largest U.S. Government reorganization since the creation of the DoD in 1947. That same year Accipiter Systems was being created in Pennsylvania to develop and sell new classes of computer networking products.

After FORE Systems, which brought me to Pennsylvania from Ohio, and other computer networking experts from as far away as South Africa, England, Switzerland and Turkey, sold to Marconi, I saw an opportunity to capitalize on the unique computer networking expertise that was developed by FORE Systems in southwestern Pennsylvania, and was motivated to form Accipiter. As of today, Accipiter has grown to the point it is delivering products and services to that Department of Homeland Security, and further is delivering to the Navy, the Army, the Air Force as well as other Government agencies who are seeking our expertise to solve their complex computer networking issues.

Why were we successful? One reason was we teamed and worked with others. From the beginning, we teamed with companies like Lockheed, Ericsson, Boeing and Harris who sought out our networking knowledge and competences to strengthen their offerings. We teamed with the Pittsburgh-based, state economic development organization, Innovation Works. We have successfully teamed with universities such as CMU, Penn State, Lehigh, and University of Pittsburgh to name a few. But there was no secret, it was a lot of proposal writing, working lots of nights until late into the morning, persistence, and a willingness to go without in the short term, to achieve something bigger in the long term.

But how do we grow our opportunity bigger, and more importantly how do we grow the Pennsylvania economy bigger? One observation is Pennsylvania, rather uniquely, is a four-hour car drive from DC. The DC corridor is growing like few others. We have successfully pursued Federal funding from DC enabled by this proximity, but we see opportunities to do more of this, and further, see the need for state and local funding, so that we can capitalize on the human capital talent and resources here in Pennsylvania to further grow our economy's ecosystem. We need to enable teaming even more. We need individuals - like yourselves - that can better connect us to the DC corridor. This means enabling connectivity through better airport, rail and car services. The availability of funding remains a demanding challenge for companies in Pittsburgh. Capital is necessary to fund growth and to fund capital equipment. Some of this capital equipment costs millions of dollars but would uniquely qualify Pennsylvania companies to win big and that investment could yield tenfold back into our economy.

State government, industry, funding sources and academia working together will put Pennsylvania on a path to growth. Together, we can make it happen! Thank you for your time today.

Dan Flynn  
Pres/CEO  
Accipiter Systems, Inc.