

Mapping the Money: Helping Government Contractors Partner and Prosper

Julie Knight, Ph.D., Regional Economic Studies Institute
Phil Reese, Center for GIS



Overview of the Project

- ▶ In 2015, the Maryland Department of Commerce received grant from the US Department of Defense (DOD), Office of Economic Adjustment (OEA) to conduct research on the impact of future funding fluctuations on the defense industry in Maryland.
- ▶ The Regional Economic Studies Institute (RESI) at Towson University was the sole subcontract to the MD Department of Commerce for this research.
- ▶ Maryland is one of 43 states and regions in the US to receive this funding.



Why Did Maryland Receive Funding?

Large military presence

+

Large defense industry

+

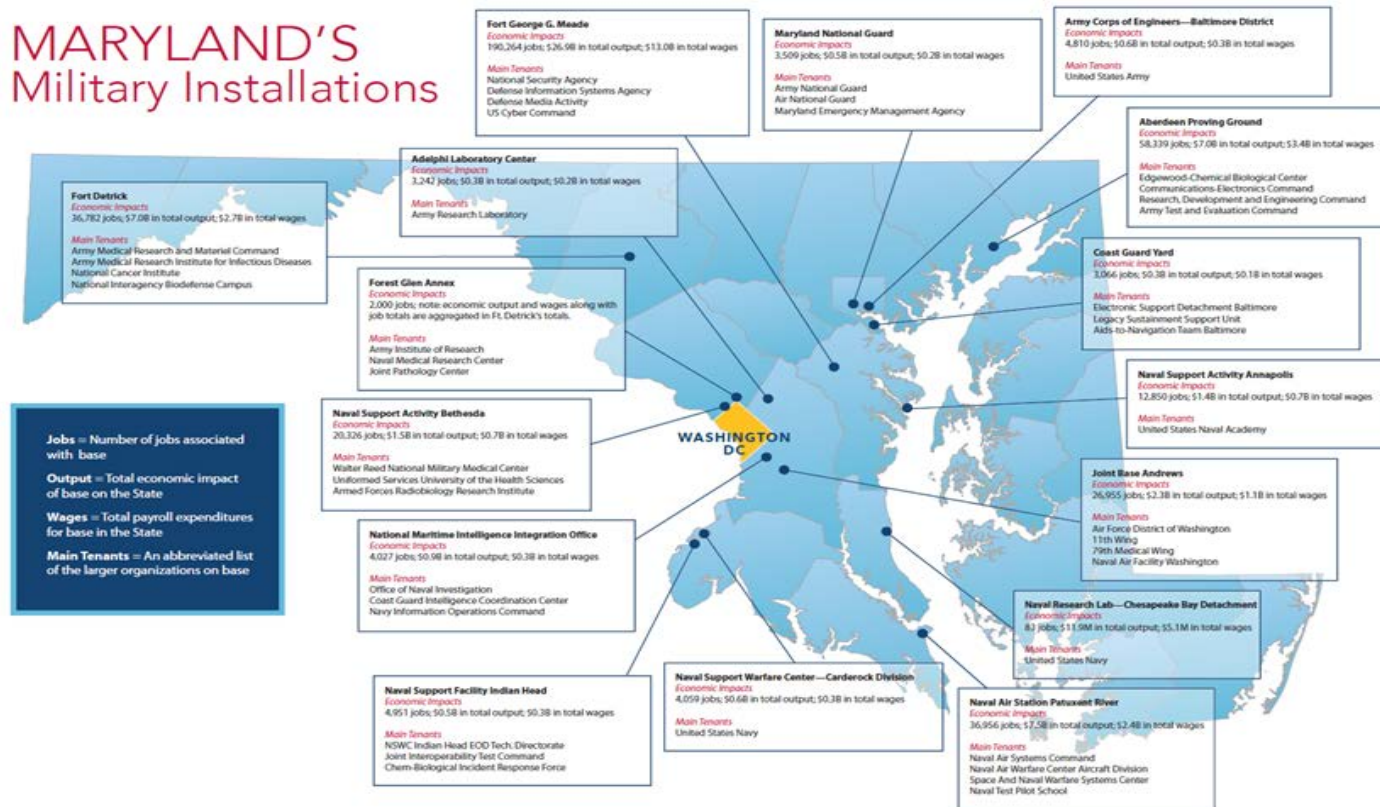
Top 5 state to receive DOD funding

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Highly dependent on DOD funding

Military Presence in Maryland

MARYLAND'S Military Installations



Jobs = Number of jobs associated with base
Output = Total economic impact of base on the State
Wages = Total payroll expenditures for base in the State
Main Tenants = An abbreviated list of the larger organizations on base

Defense Industry Presence in Maryland

- ▶ 9400 defense and aerospace businesses.
- ▶ Major defense contractor located here: Lockheed Martin , Northrup Grumman, and Booz Allen Hamilton.
- ▶ Federal facilities supporting the industry include the National Institute of Health, the Walter Reed National Military Medical Center, and the National Institute of Standards and Technology.
- ▶ Emerging sectors in the state include cybersecurity and unmanned autonomous systems.

What is the Maryland Defense Network?

- ▶ Place to find:
 - ▶ Upcoming grant/contract opportunities
 - ▶ Place to find what the DoD is purchasing
 - ▶ Place to find subcontractors/contractors

- ▶ Includes the following components:
 - ▶ Secure Portal
 - ▶ Dashboard with map, tables, charts
 - ▶ Supply chain mapping
 - ▶ Database of companies

Secure Portal

MARYLAND DEFENSE NETWORK

EXPLORE DATA

VENDOR LOOKUP

ABOUT MDN



REPORTS



Welcome to the Maryland Defense Network

Maryland ranks among the top five U.S. states for defense spending. In an environment that continuously evolves, defense contractors must remain agile and adaptive to economic changes.

[Get Started](#)

[Create Account](#)

[Sign In](#)

Get Started



\$12,857,670,285

Total DoD FY16 Obligations to Maryland Vendors

\$2,086,961,843

Total DoD Obligations by Installations in Maryland to Vendors in Maryland

16.23%

Percent DoD Obligations by Installation Maryland to Vendors in Maryland

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Dashboard

Explore Maryland Vendors [Help Video](#)

Add Map, Table and Chart components to create a dashboard view of vendors located in Maryland.

← Hide Filters

Apply Filters

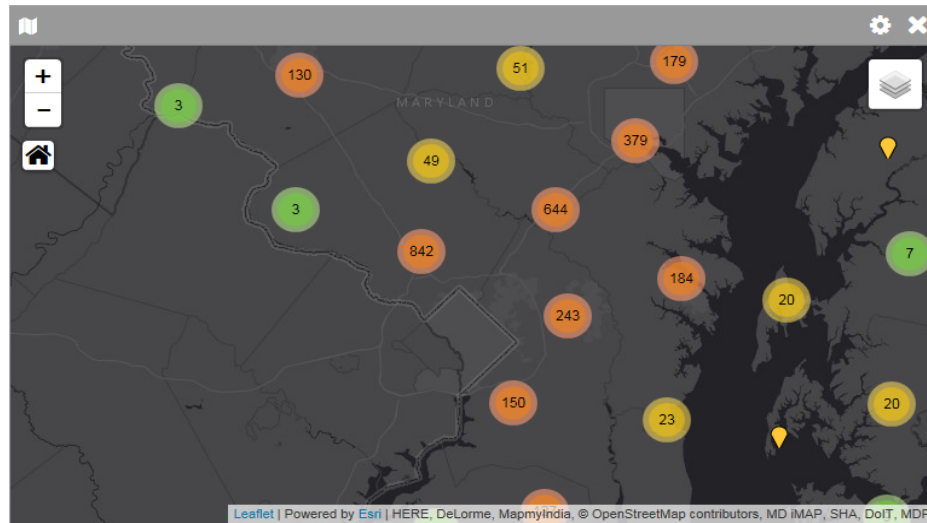
Filter all MDN vendors located in Maryland

Filter by DoD contract and grant recipients and their subs (FY16)

My Dashboard

3,518 vendors found Summarizing by vendor

Add Component Summarize By Save Print



Vendor Name	DBA Name	Primary NAICS	Street Address	City
UNATEK, INC	(FORMER:UNA TELECOM...	541511	10411 MOTOR CITY DR ST...	BE
GIDEONS SECURITY COM...	N/A	561611	7305 EASY STREET	TE
INFORS USA	N/A	334516	9157 WHISKEY BOTTOM RD	LA

Database of DoD funded Companies in Maryland

Vendor Lookup [Help Video](#)

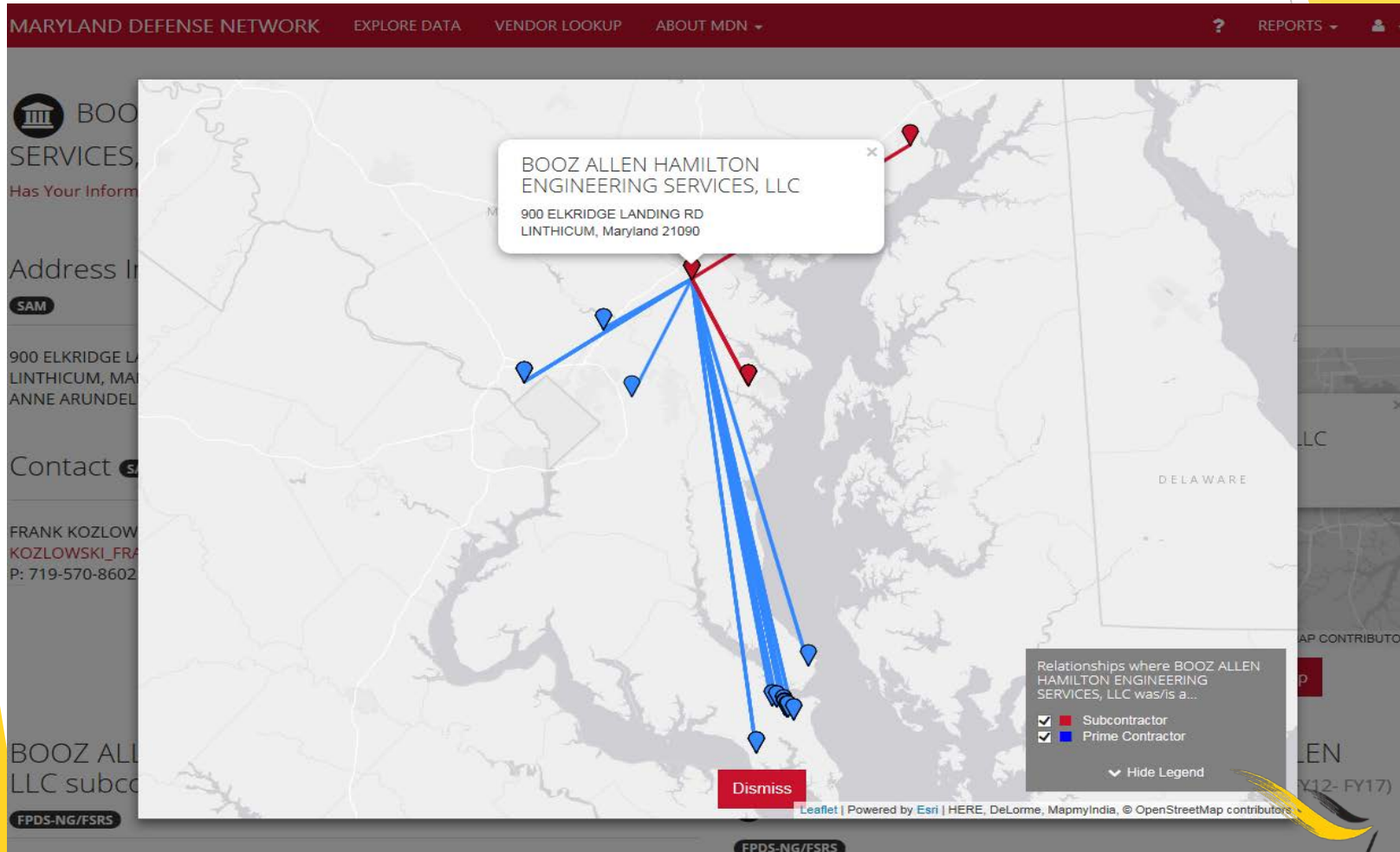
booz

Don't see your company listed here? [Add it to the Network!](#)

Getting multiple results for the same vendor? This could be because of multiple variations of names entered by contacting officers (variations of names can occur due to misspellings or punctuation), or variations of business units based on separate DUNS numbers.

	Name Variants	City
Details	<ul style="list-style-type: none">• BOOZ ALLEN HAMILTON ENGINEERING SERVICES LLC• BOOZ ALLEN HAMILTON ENGINEERING SERVICES LLC• BOOZ ALLEN HAMILTON ENGINEERING SERVICES, LLC	<ul style="list-style-type: none">• ANNAPOLIS• LINTHICUM• LINTHICUM
Details	<ul style="list-style-type: none">• BOOZ ALLEN HAMILTON INC.	<ul style="list-style-type: none">• ANNAPOLIS JUNCTION
Details	<ul style="list-style-type: none">• LARRY BOOZER PIANO SERVICES	<ul style="list-style-type: none">• ANNAPOLIS

Supply Chain Mapping



Technology Overview

- ▶ Modern front-end technologies
 - ▶ Backbone, D3, Leaflet (and Esri Leaflet)
- ▶ Node.js application hosted on state infrastructure
 - ▶ A first for both us and state IT department
- ▶ Microsoft SQL Server database
- ▶ MD iMap ArcGIS Services for certain data layers

Demo

- ▶ <https://marylanddefensenetwork.org/>

Novelty of the MDN

- ▶ Bringing publicly available data sources together in a user friendly environment
 - ▶ Makes data accessible for new and advanced users
 - ▶ Synthesis of vendor data and contract data
- ▶ Data Sources
 - ▶ Contracts, subcontracts, grants, subgrants, and transactions – How to cut through inherent messiness of data? How to automate process for sustainability year over year?
 - ▶ Vendors – how to identify most accurate and most current vendor attributes?

Parsing the Contract, Grant, and Spending Data

- ▶ All spending data is from USA Spending – entirely transaction-based
- ▶ Our need: contract and grant information
- ▶ Solution: aggregate various attributes from transactions to perform the following:
 - ▶ Identify contract and grants using transactions with common identifiers
 - ▶ Calculate total dollars awarded to particular vendor
 - ▶ Determine the “place of performance” to identify where the work is being done – with a focus on Maryland

Vendors

- ▶ Our need: most up-to-date and accurate vendor information
- ▶ Solution: Required synthesis of several data sources
 - ▶ SAM, DSBS, proprietary survey data, USA Spending transaction data, supplemental information from InfoUSA, and self-reported data from users of application
 - ▶ “Cascaded” down through above data sources to find the most authoritative source for each vendor attribute
 - ▶ Most authoritative source: self-reported data by users/vendors
 - ▶ Captured either by vendor adding themselves to the Network if they were not already included or, if already included, updating any out-of-date or erroneous information
 - ▶ If attribute not found, move to next authoritative source until attribute is found

Planned Enhancements

- ▶ Overlay the advanced manufacturing companies in Maryland into the MDN.
- ▶ Create a more collaborative interface which allows users to engage with other users through the MDN.
- ▶ Create a "guide to diversification" for users to access for case studies on successful diversification out of the defense industry in MD.

Thank you for your time.

knight@towson
preese@towson.edu