



SENEDIA will continue to share relevant COVID19 information with our members by separate email.

In This Issue

[Special Notice](#)

[SENEDIA Interns](#)

[Teleworking](#)

[Member Spotlight](#)

[Updates on Events](#)

[New Members](#)

[SENEDIA STEM](#)

[Scholarship](#)

[SBIR BAA](#)

Stay Connected



About Us

In 2002, the Southeastern New England Defense Industry Alliance (SENEDIA) was formed to identify, coordinate, and champion issues that contribute to our national security and provide benefit to our members, local communities, the Departments of Defense and Homeland Security, and other Federal agencies.

SENEDIA's vision is to be a catalyst for thought leadership and technical innovation in undersea technology, cybersecurity and other critical defense technologies. Our mission

Notice re: SENEDIA 2020 Defense Innovation Days

The SENEDIA Executive Director and Board recently made the difficult decision to cancel Defense Innovation Days 2020 due to the continuing COVID19 environment.

We have already set the dates for Defense Innovation Days 2021: 30 August-1 September 2021 at the Marriott Newport! Save the Date!

FYI: SENEDIA Interns Teleworking During COVID19 Response

"As a result of the pandemic we had to quickly pivot and transition our staff to working remotely. This meant that we had to figure out how to support our ongoing operations including our employees and interns, service our existing customers, and continue the development of our products," Richard Astle, CEO of NeQter Labs, offered. SENEDIA intern Michelle, a student at the Community College of Rhode Island, was caught in the middle of this transition. Michelle who is a development intern has been able to continue her internship by remoting into the NeQter network to continue her project.

"Working remotely, Michelle has been creating new features for our cybersecurity product by collecting event logs from the Meraki cloud api and storing them in NeQter. Constant communication with the team regarding progress and next steps has been key," according to NeQter's Director of Product Shawn Houston.

When asked about the pros and cons of her internship,

is to enable development of innovative technology, foster thought leadership, and facilitate required economic and workforce development.

SENEDIA is a 501(c)(6) corporate and individual membership organization. Our alliance maintains detailed knowledge of the industrial base that supports our local Federal, Defense and Homeland Security installations, and provides up-to-date information on Defense and Homeland Security industry issues and initiatives to our members, citizens, state and local governments, and Congressional delegations.

Michelle was quick to reply "I am learning a lot and it has been interesting. I found that scheduling has certainly been key, and another lesson I learned was that you must set yourself up in a remote work-like setting to be productive," in other words never ever work lying on your bed!

If your company is able to host an intern during the COVID19 response, please let us know...SENEDIA has several great candidates, both cyber/IT and engineering: tknudson@senedia.org.

Member Spotlight: Banneker Supply Chain Solutions Inc.

What is your company's history?

[Banneker Supply Chain Solutions, Inc.](#) started as the continuation of a small, machine shop-Peerless Precision-in Lincoln, Rhode Island specializing in the precision machining (CNC milling and turning) of defense-oriented components and assemblies for the aerospace and defense sector. When Peerless Precision was forced to close in 1991 because of unsustainable costs, Cheryl Watkins Snead, VP of Operations at the time, bought the assets and started Banneker Industries with the sole intent of completing the company's open machining contracts and transitioning into another industry. Focused on Banneker's core processes (procuring materials, expediting deliveries, receiving and inspection, inventory management, cycle counting, kitting and sub-assembly, and distribution), and anticipating the manufacturing and increased opportunities in relationship-based services, Banneker began diversifying its business into other service-oriented aspects of the manufacturing industry, specifically warehousing, logistics, procurement, and supply chain management (SCM).

In January 2018, Ms. Snead passed away due to a brief illness and complications resulting from surgery. Prior to Cheryl's surgery, she named Junior Jabbie acting President & CEO and upon her passing, he was named her successor. Junior has been an integral member of Team Banneker since 2005 and part of the company's Executive Leadership Team since 2012. In February 2019, Mr. Jabbie acquired the company and transitioned the name to Banneker Supply Chain Solutions, Inc.

What services and/or products does your company provide?

Banneker is a leading provider of end-to-end supply chain and integrated third-party logistics solutions to a wide range of Fortune 100 companies in multiple industries, including Defense, Aerospace, U.S.

Government, Manufacturing, and Commercial Retail markets. Headquartered in North Smithfield, RI, Banneker also has operations in Massachusetts, Alabama, Connecticut, New York, and California. Banneker's "one-stop-shop" capabilities offer an array of value-added services to customers to eliminate the redundancy, frustration and most importantly high costs associated with utilizing multiple supply chain partners in the value-chain. Banneker's suite of supply chain services are grouped into four business areas:

- Supply Chain Solutions
- Integrated Third-Party Logistics Services
- Consulting (Operational Analysis, Material Flow Evaluations, New DC/WH Design, etc.)
- Fourth Party Logistics/Lead Logistics Provider (4PL/LLP) Services

Why do you consider membership in SENEDIA valuable?

As a defense contractor at the Tier 1 and Tier 2 levels for almost 30 years, our membership and affiliation with SENEDIA has been invaluable. Any Southeastern New England company who is engaged in the defense industrial base should be a member of SENEDIA. Their ability to connect organizations, publish and communicate critical information from the federal government and agencies down through the supply chain has become required reading for our Team at Banneker. SENEDIA provides us unfettered, relevant, and current information as well as access to resources and contacts - they are truly an alliance and exemplify what a Public-Private Partnership should be. The Defense Innovation Days conference is a must attend event for us each year and their resume sharing service has given us access to top notch talent. SENEDIA's Executive Director, Molly Magee, is a powerful advocate and critical linchpin for our industry.

If a company wants to do business with yours, whom should they contact?

During this global pandemic, we are a designated essential business due to our direct support of the defense industrial base, transportation infrastructure, and retail food markets. As such, our entire company is fully-operational and working two-shifts to support our customers. Businesses interested in learning how Banneker can help them with short or long-term supply chain capabilities should contact our Director of Sales Joe Cefalo at JCefalo@banneker.com.

Updates on Events

**Rescheduled for a Later Date: Tech Talk with Naval Criminal Investigative Service (NCIS):
Understanding the Criticality of Protecting Our
Technology**

Rescheduled: Annual SENEDIA Golf Tournament

SENEDIA's Annual Golf Tournament has been rescheduled for Monday 26 October 2020 at Montaup Country Club.

Cancelled: Rhode Island National Guard Air Show

The Rhode Island National Guard has cancelled the 2020 Open House Air Show as it focuses on responding to the coronavirus pandemic. The air show was scheduled for June 20-21 at Quonset State Airport.

New SENEDIA Members

[**American Ecotech**](#) specializes in the design, installation, operation and maintenance of air pollution monitoring instrumentation and systems. In addition to designing and building turn-key air monitoring systems, American Ecotech partners with other leading industry instrument manufacturers to provide instrumentation solutions. Their instrumentation is used by research and industry leaders throughout the USA, Canada, and the Caribbean, including federal, state, and tribal environmental protection agencies, major research institutions, industrial energy suppliers, mining and refining plants, and environmental consulting firms. American Ecotech's major support center is located in Warren, RI.

Founded in 1968, [**Klein Marine Systems**](#), a wholly owned subsidiary of Mitcham Industries, Inc., is a leading supplier of side scan sonar equipment and waterside security and surveillance systems. Klein's systems are deployed by Governments, Navies, Port Authorities, surveyors, oil companies and universities worldwide. Their manufacturing and test capabilities include electronic assembly, transducer assembly, machining, and electronic and acoustic testing. Their facility, located in New Hampshire, has clean room environments, pressure vessels, urethane dispensing systems, significant amount of test and measurement equipment, and sonar test tanks.

[**Marine Acoustics, Inc. \(MAI\)**](#) is a scientific and engineering company providing a diverse set of government, corporate and international clients with a broad spectrum of consulting and engineering services. MAI areas of expertise include a full range of environmental compliance services, undersea warfare design, test and evaluation services, marine environmental compliance, sea test planning and support. MAI's technical staff members hold advanced degrees in all aspects of engineering, biology and environmental science, and its research and development programs have had multiple SBIR and STTR contract awards. MAI is a 100% employee-owned small business with offices in Middletown, RI and

Arlington, VA.

Founded in 1969, [Q.E.D. Systems, Incorporated \(QED\)](#) provides a wide range of engineering, logistics, planning, technical and training services to a multitude of government agencies, commercial clients and maritime industry partners. Initial efforts at QED focused on providing Integrated Logistics Support for the Naval Air Engineering Station in Lakehurst, NJ, and rapidly expanded to include development of Planned Maintenance System, Engineering Operational Sequencing System and Technical Manual documentation for the Naval Ship System Engineering Station in Philadelphia, PA, as well as Ship Alteration and Repair Planning in support of the Navy organization. QED is a nation-wide company with office locations in close proximity to U.S. Naval Bases and Government/ Private Shipyards, and its corporate headquarters in Virginia Beach, VA.

2020/2021 SENEDIA STEM Scholarship Opportunity Deadline Extended

SENEDIA is pleased to announce that we plan to award a minimum of two \$1500 scholarships for the 2020/2021 academic year to students who are actively pursuing studies related to Science, Technology, Engineering and Mathematics (STEM) career paths. These areas of study are the backbone of the skills and experiences that are important elements in supporting the future of national security and the defense sector.

Student applicants must be a U.S. citizen and a resident of Southeastern New England (RI, MA, CT); entering their third year of study (or higher) in the 2020-2021 academic year; and a matriculating student enrolled in a STEM-related field at an accredited college or university located in the U.S.

The 2020-21 SENEDIA scholarship application is available on the [SENEDIA website \(www.SENEDIA.org\)](#). The deadline for applications is now Friday, October 30, 2020. For more information, please contact Linda Larsen at llarsen@SENEDIA.org.

DON FY-20.4 SBIR Broad Agency Announcement (BAA)

Now in Pre-release: Opens April 27, 2020 Closes May 28, 2020 12:00 noon EDT

For more information, including topics and complete BAA instructions, please visit <https://www.navysbir.com/>

On April 13, 2020, the Department of the Navy (DON) issued a 20.4 SBIR Phase I Technology Acceleration BAA, requesting proposals from innovative startups and

small businesses that demonstrate development and commercialization of dual-use technologies responsive to topic requirements while also meeting unmet market demands.

Companies proposing scalable high-impact technologies addressing commercial market needs that can be leveraged by the Navy are strongly encouraged to apply.

This BAA leverages Navy Technology Acceleration processes resulting in awards within 45 days from the close of this BAA, and initial payments within 15 days of awards.

Submission: Proposals for this BAA will be accepted starting April 27, 2020, and will close May 28, 2020 at 12:00 noon EDT. All proposals must be submitted through the DoD's Defense SBIR/STTR Innovation Portal (DSIP) at www.dodsbirsttr.mil/submissions.

Topics: https://www.navysbir.com/topics20_4.htm

[N20.4] Defense Industrial Base (DIB) Technology Acceleration Topics:

[N204-A01 Naval Depot Modernization and Sustainment](#)

[N204-A02 Digital Logistics](#)

[N204-A03 Deployable Systems Manufacturability](#)

[N204-A04 Rapid Reconstitution of Communications and Compact Hardware Solutions](#)

[Join Our Mailing List!](#)

Copyright © 2020. All Rights Reserved.