

# Carahsoft DODIIS Worldwide 2022: Today's Agenda

1. Carahsoft @DODIIS by Mike Shrader, VP
2. DIA Overview & DODIIS Prep Session by Carahsoft Consultants: Dave Lattimore, VP Black Cape & Justin Shelton, Dir. of Engineering, Black Cape
3. Q& A



# DODIIS Worldwide 2022

## Show Hours:

Tuesday, December 13<sup>th</sup> 9:00AM – 5:00PM

Wednesday, December 14<sup>th</sup> 9:00AM – 5:00PM

Thursday, December 15<sup>th</sup> 9:00AM – 2:30PM

[Show Website](#)

[Show Agenda](#)

[Interactive Floor Plan](#)

[Carahsoft's DODIIS Microsite](#)

Carahsoft Networking Reception: Wednesday Dec 14<sup>th</sup> 5:00–8:00 PM  
Marriott River Center Ballroom



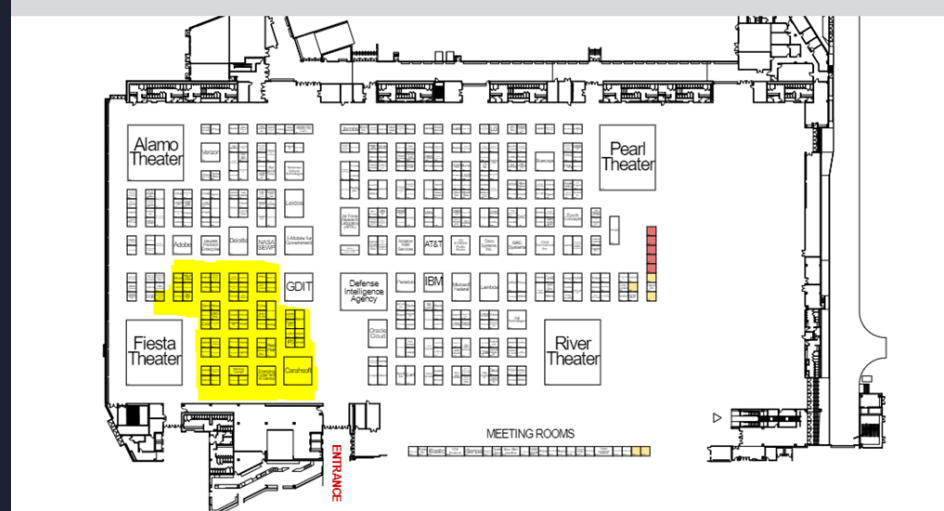
# Carahsoft Presence and Floor Map

Carahsoft Pavilion: Booth 601 (30x30)

- Vendor Demos
  - 8 demos/day
  - 18 participating partners
- Emerging AI & Cyber Demos
  - 6 participating partners
- 63 Partner Booths
- Partner Meeting Lounge: Booth #502

Complimentary for Carahsoft partners

*to reserve: please email [DODIIS@Carahsoft.com](mailto:DODIIS@Carahsoft.com)*



# Carahsoft Annual Networking Reception @DODIIS Worldwide

Wednesday December 14<sup>th</sup> 5:00 PM-8:00 PM at the Marriott River Center Ballroom

Casino Theme

20 Reception Sponsors:

Alteryx , AWS Wickr , Blackberry, Cigent, Elastic, Infoblox, Ivanti, Jumio, Kofax, LiveAction , MFGS, MuleSoft, NVIDIA, Okta, Saviynt, Scale Ai, Skyhigh, Tableau, Veritas, Waterfall



# Carahsoft Pavilion Activities

## Booth attractions

- Trail Mix Station (Tuesday)
- Popcorn Station (Wednesday)
- Slot Machine (Tuesday, Wednesday, Thursday)
- CarahBingo Game
- Prizes:
  - Visit 4 Partner Booths – Carahsoft branded Backpack
  - Visit 4 Partner Demos – Carahsoft branded Bluetooth Speaker
  - Visit 4 Booths and 4 Demos – Carahsoft branded Wireless Headset



# Carahsoft DODIIS Promotions

- Social Media:
  - Organic and Paid Ads (LinkedIn, Twitter, Facebook)
- Digital Ads
- Call Blitz Campaign
- Email Promotions:
- Webinars
  - DIA Update & DODIIS Prep
  - Vendor Webinars Series
- Press Release
- DODIIS Event Microsite & Carahsoft Website:  
[www.carah.io/DODIIS2022](http://www.carah.io/DODIIS2022)
- Program Guide Ad and Welcome Entrance Unit



# Carahsoft Exhibiting Partners

skuid #223	wickr an AWS Company #322
exterro #221	LiveAction #320
censys #219	spire #318

carahsoft #218
-------------------

carahsoft.

Partner Pavilion

Visit our partners and play CarahBingo to win a prize located in the Carahsoft booth #601!

exabeam #323	WATERFALL #422
ACALVI #321	jumio. #420

OCIENT #317	alteryx #416
----------------	-----------------

BLACKBIRD.AI #315	WILLCO TECH #414
----------------------	---------------------

Cribl #313	CloudBees. #412
---------------	--------------------

INSTABASE #309	GREYNOISE #408
-------------------	-------------------

SentinelOne #307	eclypsum #406
---------------------	------------------

Cellebrite #303	SIREN #402
--------------------	---------------

SailPoint #301	securonix #400
-------------------	-------------------

IronNet #423	greymatter.id #522
-----------------	-----------------------

proofpoint. #421	OPSWAT. #520
---------------------	-----------------

FLEXera #419	Fidelis #518
-----------------	-----------------

Otenable #415	Infinera #514
------------------	------------------

Liquibase #413	ATLASSIAN #512
-------------------	-------------------

BlackBerry. #409	ExtraHop #508
---------------------	------------------

CALYPSOAI #407	Gigamon #506
-------------------	-----------------

Meeting Lounge #502	
------------------------	--

slack #401	zscaler #500
---------------	-----------------

Infoblox #523	BeyondTrust #622
------------------	---------------------

VAST #521	DATA LOCKER #620
--------------	---------------------

KOFAX #517	servicenow. #614
---------------	---------------------

VECTRA #515	splunk #614
----------------	----------------

denodo #513	VERITAS #612
----------------	-----------------

ENTRUST #509	Red Hat #606
-----------------	-----------------

zoom #507	Red Hat #606
--------------	-----------------

Emerging Cyber and AI Demos #600	
---	--

Emerging Cyber and AI Demos #600	
---	--

2022

DoDIIS  
WORLDWIDE

CLUDERA #615	splunk #712
-----------------	----------------

THALES #613	splunk #712
----------------	----------------

Collibra #611	vmware #710
------------------	----------------

fs. #609	Venafi #708
-------------	----------------

carahsoft. #601	
--------------------	--

carahsoft. #601	
--------------------	--

carahsoft. #601	
--------------------	--



# Demoing Partners

Carahsoft Booth

DoDIIS  
WORLDWIDE 2022

Carahsoft Demo  
& Networking Kiosks

Tuesday, December 13

9:00am - 5:00pm

1	 GitLab	2	 Red Hat
3	 Orbital Insight	4	 SAP NS2 NATIONAL SECURITY SERVICE
5	 govini	6	 anJUNA
7	 DOMINO	8	 Lookout

Wednesday, December 14

9:00am - 5:00pm

1	 hackerone	2	 DARKOWL
3	 Orbital Insight	4	 rubrik
5	 ANOMALI	6	 anJUNA
7	 SketchUp	8	 jumio.

Thursday, December 15

9:00am - 2:30pm

1	 scale	2	 DARKOWL
3	 Orbital Insight	4	 rubrik
5	 Hewlett Packard Enterprise	6	 anJUNA
7	 XIG Executive Intelligence Group, LLC	8	 SECURITY AUTHORITY Member of the IBM Group

Visit our networking reception at the San Antonio Marriott Rivercenter  
on Wednesday, December 14<sup>th</sup>, from 5:00pm – 8:00pm

carahsoft.

#DoDIIS\_WW

Emerging AI

- Domino
- CausaLens
- Chooch.ai
- Kyndi
- Lilt
- Vantiq
- SambaNova
- Syntasa
- SparkGovAi





# Carahsoft Exhibiting Partners

Acalvio
Alteryx
Atlassian
BeyondTrust
Blackberry
BlackBird.AI
Calypso AI
Cellebrite
Censys
Cloudbees
Cloudera
Collibra
Cribl
Datalocker
Denodo
DevSecOps
Ecylpsium
Entrust
Exabeam
Exterro
ExtraHop
F5
Fidelis Cybersecurity

Flexera
Gigamon
Greymatter.io
GreyNoise
Infinera
Infoblox
Instabase
IronNet
Jumio
Kofax
Liquibase
LiveAction
Ocient
OPSWAT
Proofpoint
Red Hat
Salesforce: Tableau / Slack/ Mulesoft
SailPoint
Securonix
SentinelOne
ServiceNow
Siren
Skuid

Spire
Splunk
Tenable
Thales
VAST Data
Vectra
Venafi
Veritas
VMware
Waterfall
Wickr
Willco Tech
Zoom
Zscaler



# Carahsoft Demo Partners

## Demoing in the Carahsoft Booth

Anjuna

Anomali

XIG CrossroadsInnovation Group, LLC.

DarkOwl

Domino

GitLab

Govini

HackerOne

HPE

Jumio

Lookout

Orbital Insight

Red Hat

Rubrik

SAP NS2

ScaleAi

Trimble SketchUp

Security Scorecard

## Demoing in the Carahsoft Emerging AI Booth

Domino

CHOOCH.AI

Lilt

Vantiq

Kyndi

CausaLens

SambaNova

Syntasa

SparkGovAI



# Carahsoft Partners Outside of Pavilion

Adobe	229
Aqua Security	1211
AWS	1029
Bastille	1207
Broadcom	905
Chainalysis	1419
Clearshark	1140
Confluent	235
Contrast Security	1315
CrowdStrike	1208
CyberArk	1406
Datiku	1523
Delinea	1642
Dell	1413
Digial.ai	941
DocuSign	1151
DTech Apps by Discover Tech	123
Elastic	1216
EDB	119
Finch Computing	1248
Flashpoint	1243
Forcepoint	1007
Forescout	1209

GAI	1412
HashiCorp	750
HCL Software	943
HPE	329
IBM	1121
Informatica	851
Jacobs	855
Liqid	1344
Magnet Forensics	1149
Mandiant	335
MarkLogic	841
MFGS	1017
Microsoft	1219
Neo4j	1001
Netskope	1518
Ntrepid	1200
Nutanix	1537
Okta	1241
OnSolve	437
Oracle	909
Palo Alto Networks	1050
Ping Identity	1619
Progress	1312

QTS Data Centers	1117
Rapid7	440
Riverbed	1621
SambaNova	1142
Saviynt	434
SayariAnalytics	1015
Snowflake	1309
SolarWinds	1135
Sonatype	1106
Tanium	1242
Telos Corporation	1350
TransUnion	1051
Trend Micro	444
Tricentis	1435
UiPath	1421
Virsec	538
Virtru	1137



# Carahsoft Employee Presence

## 111 Attending

- 75 Sales Reps
- 7 Tradeshow Reps
- 13 Marketing Reps
- 5 Technology Advocates
- 4 Directors
- 3 Market Research team members
- 2 Social Media team members
- 2 Vice Presidents







# 2022 Carahsoft DODIIS Webinar Series

- Webinar series: Oct 17<sup>th</sup> - Jan 13<sup>th</sup>
- Open to all Carahsoft vendors participating at DODIIS 2022 at no cost
- Postcards (*example at the right*) will be displayed at all participating vendor booths and the main Carahsoft booth highlighting the series
- Promotions will also be included on the Carahsoft slot machine
- Carahsoft will promote each live webinar and once all the webinars have aired, we will promote the on-demand series (January 16<sup>th</sup> on)
- Vendors choose the webinar date

**DoDIIS**  
WORLDWIDE 2022

Carahsoft 2022  
DoDIIS Webinar Series

Keep up to date with new solutions and top trends from our leaders in innovative technology to support the warfighter and your mission. Register now for all upcoming events and access past session recordings during Carahsoft's 2022 DoDIIS Webinar Series now through mid-January.

 anJuna	 CALYPSOAI	 CloudBees	 CLOUDERA	 elastic	 GitLab
 ivanti	 Liquibase	 ORACLE	 pathlock	 Red Hat	 rubrik
 SAP NS2	 SIREN	 solarwinds	 splunk>	 VERITAS	 vmware

Check back weekly for new sessions being added to our lineup!  
[carah.io/DoDIISWebinarSeries2022](https://carah.io/DoDIISWebinarSeries2022)

carahsoft. #DoDIIS\_WW

*Interested in joining the series?*  
Email [Emily.Plumb@Carahsoft.com](mailto:Emily.Plumb@Carahsoft.com)  
[carah.io/DoDIISWebinarSeries2022](https://carah.io/DoDIISWebinarSeries2022)

# 2022 Carahsoft DODIIS Webinar Series Schedule

Date	Time	Vendor
November 17, 2022	<i>Pre-Recorded</i>	SAP NS2
December 1, 2022	2:00pm-3:00pm ET	Pathlock
December 5, 2022	2:30pm – 3:00pm ET	Cloudera
December 7, 2022	10:00am – 11:00am ET	Red Hat
December 20, 2022	2:00pm-3:00pm ET	Liquibase
December 21, 2022	11:00am – 12:00pm ET	GitLab
January 10, 2023	<i>TBD</i>	Siren Data Intelligence
January 10, 2023	1:00pm - 2:00pm ET	Invanti
January 11, 2023	1:00pm - 2:00pm ET	Arjuna Security
January 12, 2023	1:00pm - 2:00pm ET	CloudBees
January 12, 2023	1:00pm - 2:00pm ET	Rubrik
January 12, 2023	1:00pm - 2:00pm ET	Oracle
January 12, 2023	2:00pm-3:00pm ET	SolarWinds
January 12, 2023	<i>TBD</i>	Trimble

# DODIIS Prep Session 2022

“Largest Defense  
Intelligence IT Conference”

San Antonio, TX  
Dec 13-15, 2022



Annual Carahsoft Networking Reception @ DODIIS:

Wednesday, December 14<sup>th</sup>: 5-8pm Marriott River Center Ball Room

To register: [www.Carah.io/DODIIS2022](http://www.Carah.io/DODIIS2022)



# Carahsoft DODIIS Worldwide 2022 Prep Session

## Topics

1. DIA's Evolving Role and Current Focus
2. Technical Trends at DIA
3. Doing Business with DIA





# DIA's Role: "Back to the Future"

## DIA's Mission:

- “Provide intelligence on foreign militaries”
- “Prevent wars and decisively win wars”

## DIA's Start:

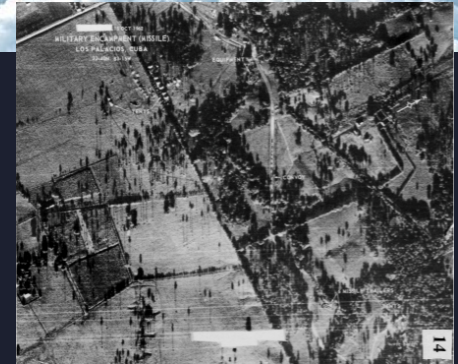
- DIA started in the cold war and is now shifting back to its core strength: great power competition.

## DIA's Role:

- DIA is the connective tissue between the IC and the military

## DIA's Focus:

- 3% tactical
- 97% operational & strategic



# DIA's Vision

“Identify opportunities to enable the U.S. to outpace our strategic competitors”



# DIA Organization 2021

## DIRECTOR (DR)

CFO Office of the Chief Financial Officer  
OCH Office of the Chaplain

EO Equal Opportunity & Diversity Office  
NIU National Intelligence University

OGC Office of the General Counsel  
OIG Office of the Inspector General

## DEPUTY DIRECTOR (DD)

CIO Chief Information Office  
OPE Office of Partner Engagement

## CHIEF OF STAFF (CS)

ES Executive Secretariat  
OCC Office of Corporate Communications  
OMB Office of the Ombuds  
OOC Office of Oversight & Compliance  
NARs National Agency Representatives  
SBP Small Business Programs  
SPP Strategic Planning, Policy & Performance Management Office

## COMMAND SENIOR ENLISTED LEADER (CSEL)

## DEPUTY DIRECTOR FOR STRATEGIC INTEGRATION (DDSI)

## DEPUTY DIRECTOR FOR COMMONWEALTH INTEGRATION (DDCI)

## MOBILIZATION AND ASSISTANT TO THE DIRECTOR (MA to DR)

## JOINT MILITARY ORGANIZATIONS

Directorates for Intelligence

Joint Staff J2  
AFRICOM J2  
CENTCOM J2  
CYBERCOM J2  
EUCOM J2  
INDOPACOM J2  
JSOC J2  
NORAD & NORTHCOM J2  
SOCOM J2  
SOUTHCOM J2  
SPACECOM J2  
STRATCOM J2  
TRANSCOM J2  
USFK J2

J-32

Command-Intelligence, Surveillance & Reconnaissance

## INTEGRATED INTELLIGENCE CENTERS

APRC Asia Pacific Regional Center  
ATTC Americas and Transregional Threats Center  
EERC Europe/Eurasia Regional Center  
MARC Middle East/Africa Regional Center

## DIRECTORATE FOR ANALYSIS (DI)

ADO Analytic Development Office  
DCP Defense Counterproliferation Office  
DCTC Defense Combating Terrorism Center  
DRI Defense Resources & Infrastructure Office  
EPD Executive Production & Dissemination Office  
MARS Machine-assisted Analytic Rapid-repository System (MARS) Program Management Office  
MSIC Missile & Space Intelligence Center  
NCMI National Center for Medical Intelligence  
TLA Defense Technology & Long-Range Analysis Office  
UFAC Underground Facility Analysis Center

## DIRECTORATE FOR OPERATIONS (DO)

CCO Community Coordination Office  
DAS Defense Attaché Service  
DCO Defense Cover Office  
DCS Defense Clandestine Service  
DDS Defense Debriefing Service  
GST Global Support Team  
OCI Office of Counterintelligence  
OTO Office of Technical Operations  
TTO Tradecraft Training Office

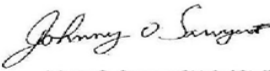
## DIRECTORATE FOR MISSION SERVICES (MS)

ADI Academy for Defense Intelligence  
FAC Office of Facilities & Services  
LOG Office of Logistics & Global Readiness  
OHR Office of Human Resources  
OSG Office of the Surgeon General  
SEC Office of Security

## DIRECTORATE FOR SCIENCE & TECHNOLOGY (ST)

ATI Office of Advanced Technologies Intelligence  
FCI Future Capabilities and Innovation Office  
FMP Joint Foreign Materiel Program  
NMEC National Media Exploitation Center  
NMO National MASINT Office  
OSIC OSINT Integration Center  
SCS Office of Space & Counterspace

Approved



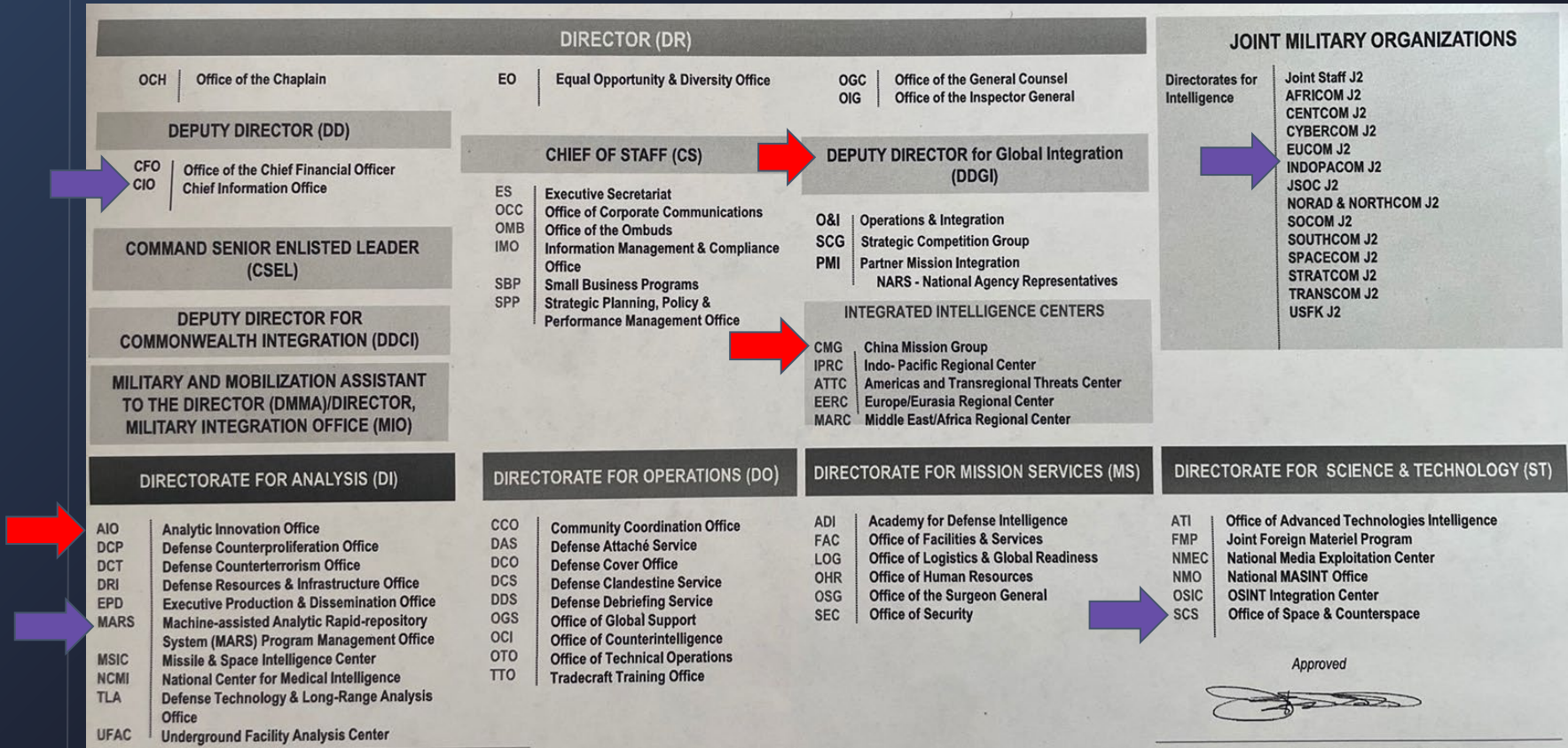
Johnny O. Sawyer, Chief of Staff  
1 Mar 2021

UNCLASSIFIED

COMMITTED TO EXCELLENCE IN DEFENSE OF THE NATION



# DIA Organization 2022



# Directorate for Analysis (DI)



**Dr. Trent Maul\***  
*Director for Analysis*



**Greg Ryckman\***  
*DD for Global Integration*



**Van Hendrey**  
*MARS PM*



**Cathy Johnston**  
*DJ2 INDOPACOM*



# Recent CIOs

\*Will be speaking at DoDIIS 2022



**Janice Glover-Jones\***  
*Dir Mission Services 2021 - present*  
*CIO 2014-2018*



**Jack Guntow**  
*CIO 2018 - 2021*  
*Deputy CIO 2015 - 2018*



**Doug Cossa\***  
*CIO 2021 - present*  
*Deputy CIO 2018-2021*



**EP Matthews\***  
*Deputy CIO 2021 - present*

“JWICS is the foundation for how we collect and share intelligence across the IC and broader DOD. We’re looking at modernizing and how do we change that infrastructure to meet the demands for collection, analysis, and every function that we do.”

Doug Cossa



# CIO Organization



**Dr. Charles Perkins**  
CIO SPO



**Brian Bataille**  
CIO CDO



**Ramesh Manon**  
CIO CTO

CIO 1	CIO 2	CIO 3	CIO 4	CIO 5	CIO 6
<b>Workforce Experience</b> -Talent Acquisition -Career Development -Promotion Readiness	<b>Data and Applications</b> -Mission Applications -Data Analytics -Data Infrastructure -Data Management -Common Data Fabric	<b>Cyber &amp; Enterprise Operations</b> -Connectivity -Infrastructure -Global End User Ops -IT Operations Center -Mission Planning	<b>Cyber &amp; Security</b> -Cybersecurity Compliance -Risk Mgmt Framework -Cybersecurity Network Defense	<b>Business Operations</b> -CIO Acquisition -Governance -Analysis & Reporting -JWICS Modernization	<b>JWICS PMO</b> -JWICS Operations -Infrastructure at Edge



**Christina Dance\***  
CIO-1



**Ian Fowlie\***  
CIO-2



**Jean Schaffer\***  
CIO3



**Tim Sydnor\***  
CIO4



**John Pistolessi\***  
CIO5



**Elcie Dinch-McKnight\***  
CIO-6

# DIA Tech Themes in 2022

1. Containerization via DPaaS
2. Zero-trust Implementation
3. Secure CI/CD
4. JWICS Modernization
5. All -source Object-Based Production
6. Five Eye Advances
7. Algorithms with Tradecraft





# DPaaS Integration

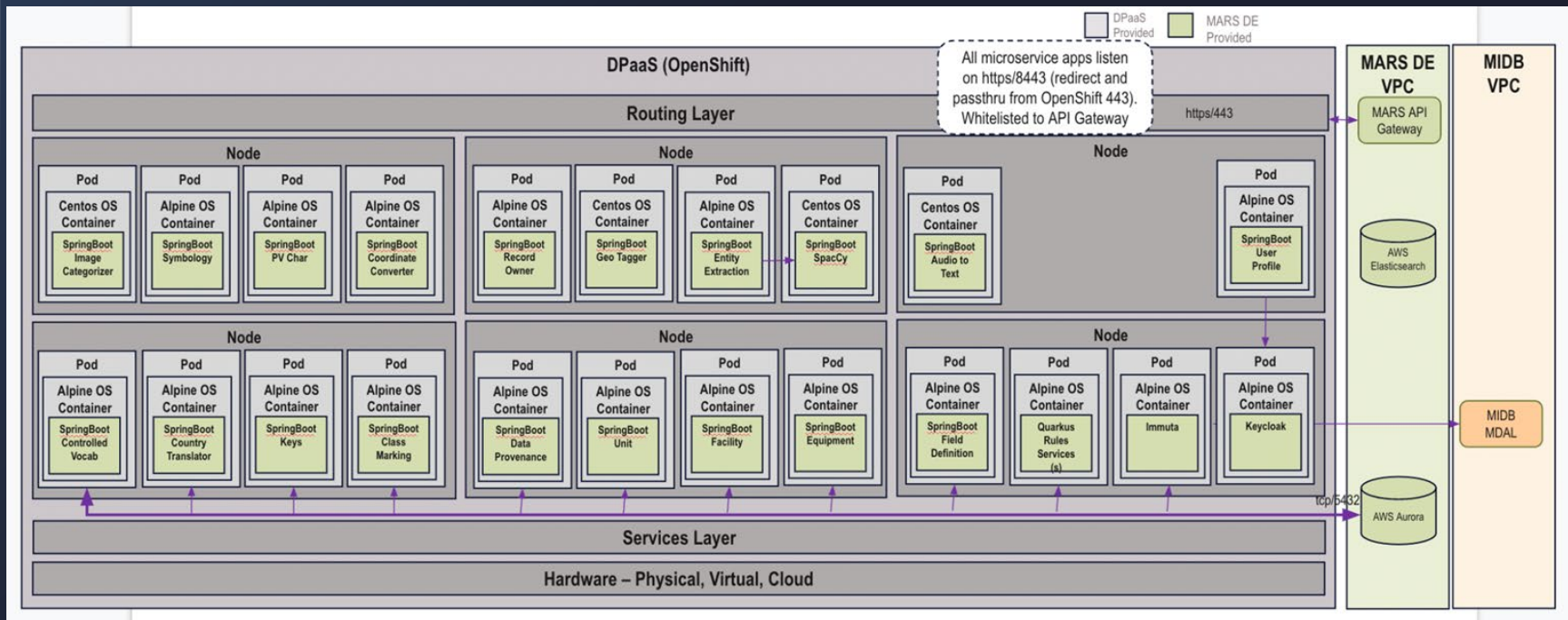


Diagram 1: MARS DPaaS Integration Architecture



# MARS Target Architecture

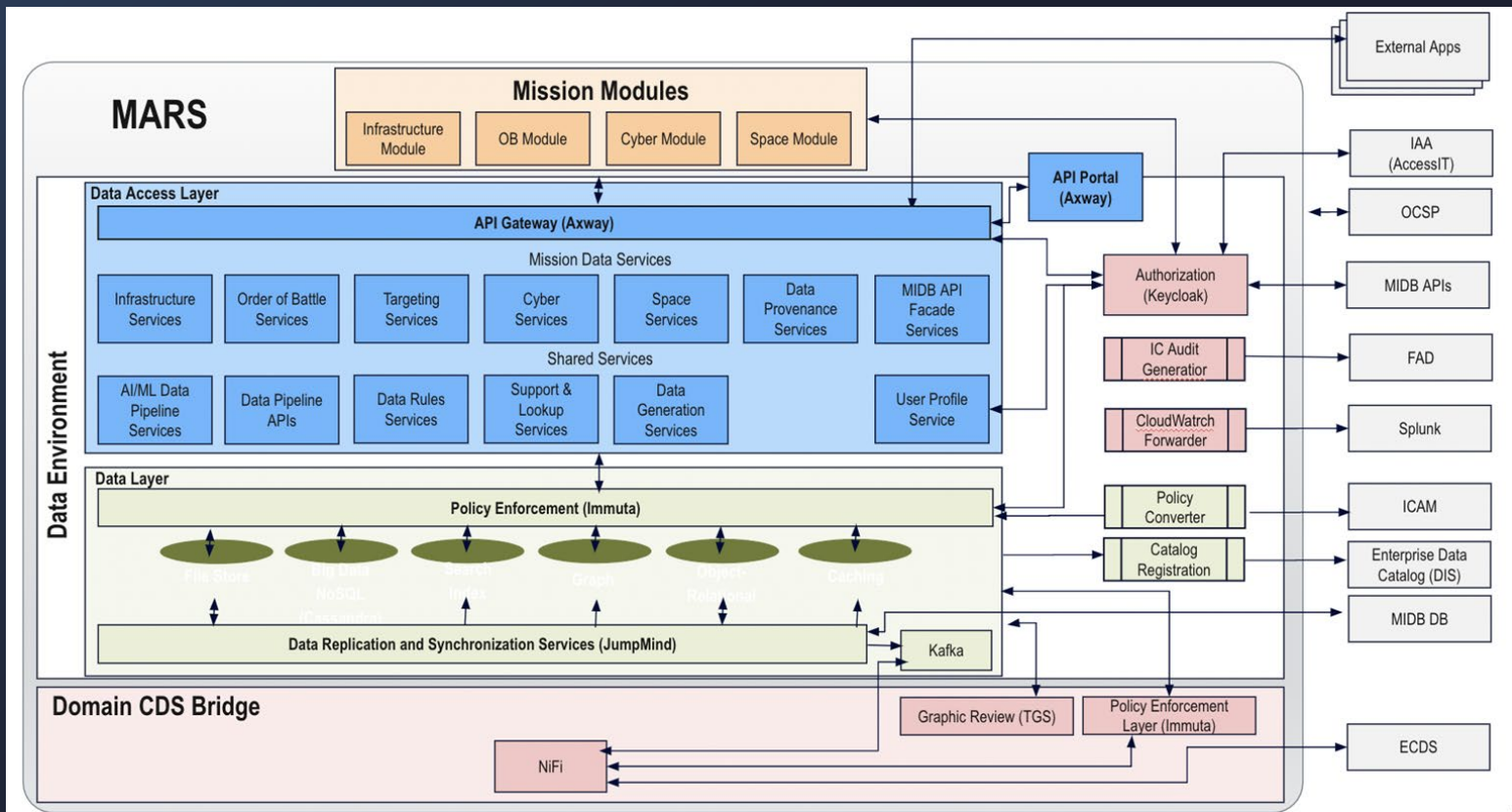


Diagram 2: MARS Target Architecture with Zero-trust elements



# CI/CD and DPaaS Flow

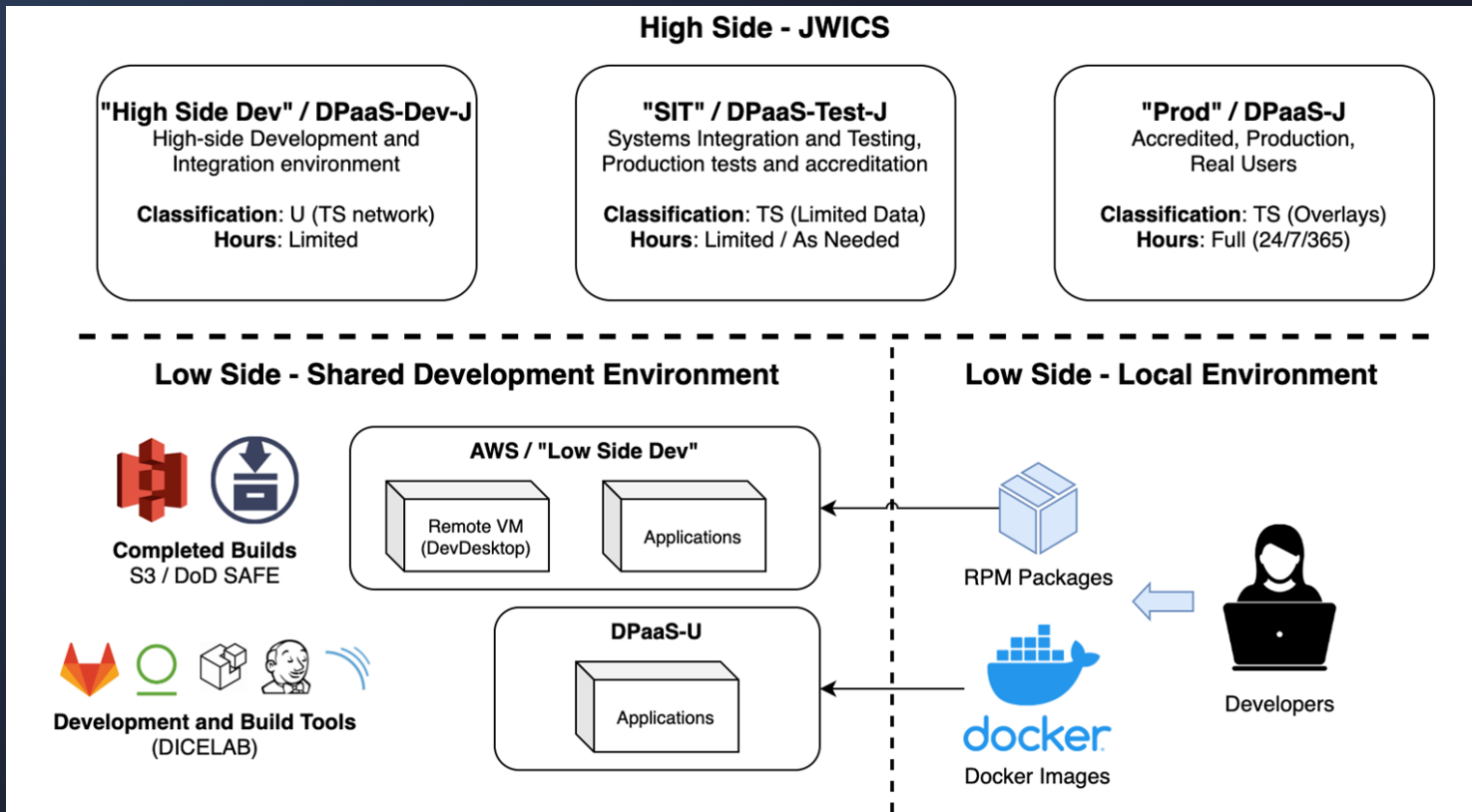


Diagram 3: Typical DIA development flow



# DIA Object Based Production “Pathfinders”

## “Pathfinder”

Evaluate a Key Concept before pushing to the Enterprise

*“DIA, in partnership with NGA, NSA, and the Services, will deliver enterprise object modeling standards and policy recommendations NLT 30 JUN 2023 for the integration of (OBP) capabilities using enterprise data and analytic services”*

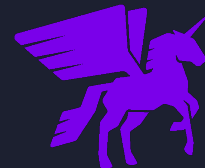
USD-I Memo 08 JAN 2020



## Polygon Service

*TALOS*

Geospatial OBP API and Information Aggregator



## ANGRI Pegacorn

*Analytic Modernization*

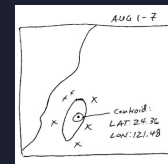
Regional OBP Analysis and Object Discovery



## OMS Bridge

*Analytic Modernization*

Object Management Service for OBP Alignment to MARS



## Tradecraft

*- multiple vehicles*

Democratizing Analyst Tradecraft and Methodology



# Working with DIA

## Major Contract Vehicles

- **Solutions for Intelligence Analysis 3 (SIA3)**
  - 10-year IDIQ
  - Awarded August 5, 2019
  - Supports NAICS 541990 - All Other Professional, Scientific, and Technical Services
- **Solutions for the Information Technology Enterprise III (SITE III)**
  - 10-year IDIQ
  - Awarded March 2, 2021
  - DIA Chief Financial Officer is responsible for basic SITE III contracts
  - DIA Chief Information Officer is responsible for program management and technical oversight

\*\*Please contact Carahsoft if you would like to know which contractors are on SIA3 and SITEIII

## More Vehicles

### DORE2

- 5-year IDIQ
- Awarded March 2020
- Data Science, Analysis, S&T Operations

### HELIOS

- 10-year IDIQ
- Awarded September 5, 2018
- Research, Development, Engineering

### Needipedia BAA

- 90+ Topics
- Pilot Awards \$250k to \$1M

### FEDSIM / GSA

### Other Defense Procurement

### Sole Source / OTAs



# Needipedia Categories

Category	Technology
<p>Mission Enhancing Science and Technology</p>	<p>Biometrics                      Weapons of Mass Destruction                      Space Situational Awareness                      Underground Construction                      Automated Analysis of Bulk Title 10 Data                      Electro-Optical Detection                      Pulsed Power Detection                      Radio Frequency Detection</p>
<p>Improves Mission Support Capabilities</p>	<p>Information Technology                      Customer Support and Governance                      Big Data, Data Management, and Analytics                      Infrastructure, IaaS, and Cloud Management                      Information Assurance and Cyber Defense                      Operations Support                      Mission Services Operations Center                      Integrated IT Solution for the Requirements Process                      Surveying Capability                      Enterprise Common Data Fabric Solutions                      Integrated Mission Management Framework Solutions</p>
<p>Increase Organizational Effectiveness</p>	<p>Increase Organizational Effectiveness                      Increase Screening Effectiveness                      Increase Workforce Advancement</p>
<p>Empower Partnerships</p>	<p>Empower Partnerships for MS</p>
<p>Machine-Assisted Analytic Rapid-Repository System</p>	<p>Innovative Technology Support to MARS</p>
<p>Emerging Technologies</p>	<p>Emerging and Innovative Technologies for Rapid Operational Transition                      Advanced Communications and Cyber Technologies                      Advanced Sensor Technologies                      Innovative, Creative and Advanced Topics                      Classified Needs</p>



# Follow up Contact Information

Felicity Amos: 202.415.0456 [Felicity.Amos@Carahsoft.com](mailto:Felicity.Amos@Carahsoft.com)

Michael Shrader: 703.871.8514 [Michael.Shrader@Carahsoft.com](mailto:Michael.Shrader@Carahsoft.com)

Dave Lattimore: [Dave@BlackCape.io](mailto:Dave@BlackCape.io)

For onsite logistics help or to reserve free meeting space in our partner lounge: [DODIIS@Carahsoft.com](mailto:DODIIS@Carahsoft.com)

To leverage our DIA consultants to help you set up meetings at DODIIS: [IC@Carahsoft.com](mailto:IC@Carahsoft.com)

To have your company featured in our post DODIIS webinar series: [Emily.Plumb@Carahsoft.com](mailto:Emily.Plumb@Carahsoft.com)



**Thank you for joining us today.**

**We welcome your feedback on this webinar and would love to hear your suggestions on other ways we can continue to support you.**

**See you at DODIIS Worldwide in San Antonio!**

