

A background image of the U.S. Capitol building in Washington, D.C., showing its iconic dome and neoclassical architecture under a clear sky.

Technology

- **How important is the federal government for your business?**
- **How does federal legislation impact your industry?**

Strong federal representation can be critical for your organization's success, whether by influencing policy development affecting your industry or by securing authorizations or appropriations for your programs.

Without competent federal representation, you risk not having a voice in policy deliberations that may affect your day-to-day operations.

At Collins & Company, you will find experienced advocates who have successfully represented the interests of organizations ranging from Fortune 500 companies to small, dynamic businesses that develop new, innovative technologies for the defense, homeland security and information technology industries. We specialize in the following capabilities:

DEFENSE

Collins & Company has long experience in securing federal funding for defense programs. On one hand, we work with DOD and the Services to gain support for your program, and on the other, we work with your Congressional champions and committee staff to achieve the funding level you need.

HOMELAND SECURITY

Both the Congress and the new Department are working through the growing pains of their new organization. Your company needs to know the directions for both policy and funding, including with regard to the State Homeland Security Grant programs. Collins & Company helps you devise strategy, establish the right relationships and get your technology and capability noticed.

INFORMATION TECHNOLOGY

Collins & Company understands that IT is revolutionizing both commerce and government by increasing productivity as well as efficiency. Federal policy struggles to keep pace on issues such as cybersecurity, spyware, spam, internet policy and procurement. Collins & Company knows the people and the policy to get your message heard.

YOUR COLLINS & COMPANY ADVOCATE

Shay D. Stautz

With the Collins & Company team for over seven years, Mr. Stautz has direct, day-to-day interaction with Collins & Company customers in all aspects of their government relations agenda, from strategy formulation to execution. He is the lead lobbyist, working with the Collins & Company team, for a prominent state officials association, where he is an advocate for the use of information technology as a "force multiplier" for government applications at the federal, state and local level. Mr. Stautz also represents a range of customers from large defense companies to small high technology associations.



Cherry Blossoms adorn the view of the US Capitol in Washington, DC.

CONTACT

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Collins & Company is a leading lobbying firm located in Arlington, VA, just outside of Washington, DC. The Company's President, Richard L. Collins, and Vice President James D. Bond, worked together for more than 20 years on the Senate Appropriations Staff and have continued their partnership at Collins & Company since shortly after its founding in 1995.
