

In Our Defense

Defense – 101 – The guide that takes the mystery out of defense contracting and lets more than a bit of humor back in.

A proposal by
Gio Iannotti

16101 Fifth Street East
Redington Beach, Fl 33708
727-415-5612

The Idea

Have you ever wondered what it would be like to work in the Aerospace and Defense (A&D) industry?

In 2011, the top 20 U.S aerospace and defense companies alone employed more than one million people and boasted combined revenues that approximated \$339.2 billion. With baby boomer retirements averaging 330 per hour, the industry is clamoring for new blood.

There are a broad range of positions to be had. Apart from engineering, quality and technical positions there are varied management, business and financial opportunities as well as skilled production vocations. As reported in numerous studies, average salaries in the defense sector are higher (sometimes substantially) than in private industry.

Even with the present push to develop ‘depth’ within the organizations, it is often hard to get a foot in the door without knowing someone in ---- or something about the industry.

Crossing over from an un-related industry, while maintaining an earnings status quo, is not unheard of but it is an exception.

In Our Defense, provides critical insights into the primary systems, trends, practices and mechanics of the industry.

If what you want is just some good information about how things work, this book will give you that. It will address various aspects, protocols and jump-through-the-hoop gyrations related to defense spending, fiscal budgets, supplementals and much, much more.

If you want to learn defense *speak*, because it’s very different than anything most people have been exposed to, belly up and get ready to embrace a whole new language.

About the Author

With 33 years of experience in financial and contract management in both the ‘research and development’ and production arms of the business, I have insights that will help any would-be candidate make a more compelling impression.

Not interested in acquiring a new position ---- just smitten with the notion of understanding how America’s defense system works ---- read the book. It has more than a few rabbits up its *verifiable* sleeve.