

The Aerospace & Defense Forum

Diversity Through Acquisition

02.25.2014

Breakfast & Check-in

7:00 a.m. - 7:30 a.m.

Meeting & Presentation

7:30 a.m. - 9:00 a.m.

Networking

9:00 a.m. - 9:30 a.m.

Sheppard Mullin

12275 El Camino Real

Suite 200

San Diego, CA 92130

[Click here to register.](#)

Diversity Through Acquisition

Featuring Guest Speaker:

Dwayne Junker

Senior Advisor to the President, Epsilon Systems Solutions, Inc.

Like your stock portfolio, it is prudent to diversify your business base in order to more adequately balance out the vagaries that occur from dealing in a single product or service offering. The means by which to diversify are many and the timing of this type of strategic effort is very important.

While adding new products or service offerings can be accomplished by means of "starting from scratch," this approach can be quite slow and costly, resulting in the company falling short of its strategic goals within the time frame desired. An alternative method is to acquire a company or companies who already possess the desired capability and thus attain the next level of growth in a more rapid manner.

Dwayne Junker has been involved in numerous acquisitions from both sides of the transaction and will share his observations of the successful and not-so-successful results of the planning, negotiations, execution and integration related to diversification through acquisition.

About the Speaker

Dwayne Junker is currently the Senior Advisor to the President at Epsilon Systems Solutions, Inc., a \$150M engineering firm, where he served as Executive Vice President and Chief Operating Officer from May 2, 2005 to December 31, 2010. Prior to his appointment, Mr. Junker served as Senior Vice President of Corporate Development and General Manager of Epsilon System's Information Technology and Communications Sector.

Before joining Epsilon Systems, Mr. Junker served as President of Antin Engineering, Inc., developing, growing and facilitating the successful sale of the company.

Mr. Junker's career includes experience in both military and commercial organizations. He served for over 30 years in the U.S. Navy, rising through the enlisted ranks to Master Chief Petty Officer and continuing upward as a commissioned officer to the rank of Lieutenant Commander, a total of 13 pay grades.

After completion of his Navy career, Mr. Junker served as an owner and President of RF Microsystems. After selling RF Microsystems in 1997 to Advanced Communication Systems (ACS), Mr. Junker was appointed President of their technical services division (ACSS) while continuing the presidency of RF Microsystems. While serving as President of ACSS, he engineered the growth of the company to 800 employees and \$92 million in annual revenue. In early 2000, ACS was purchased by the Titan Corporation. At Titan, Mr. Junker merged and operated four of Titan's major acquisitions as a single operating group with revenues of over \$140 million and 1100 employees.

Mr. Junker holds both undergraduate and graduate degrees in Business Administration and was awarded the 2006 prestigious National Defense and Industrial Association (NDIA) Dr. Kathleen P. Sridhar Small Business Leadership Award. He served as the San Diego Chapter president in 2006 and 2007 (earning Model Chapter status both years) and prior to that as the Chair of the NDIA San Diego Chapter Small Business Committee for three years.

Mr. Junker has served on the Board of Directors at both the local and national levels of NDIA and as Chairman of the Board for the San Diego Chapter of the Armed Forces Communications and Electronics Association. He is currently serving on the Board of the San Diego Military Advisory Council; as Chairman of the Board of United Through Reading (a charitable military family support organization); as Chairman of the Board of the San Diego Chapter of NDIA and he has recently assumed the position of President and Chairman of the Board for Operation Promise, a charitable organization that assists the non-military caregivers of our Wounded Warriors.

Dwayne and his wife Kay have one son, Daniel and two grandsons. He spends his off-time with his family, playing golf and enjoying international travel.

About the Forum

The Aerospace and Defense Forum is a global aerospace and defense leadership community of over 780 individuals that provides opportunities for sharing of information, current events, and analysis, mutual support and encouragement, partnering, innovation, and performance breakthroughs.

-Attendance at this event is free for A&D Forum members, \$30 for non-members until 2/18 and \$40 after 2/18

-Parking is free--located next to both entrances to the building

-A light continental breakfast will be available starting at 7:15 a.m.

-Bring a business card--they will be duplicated and everyone will get a copy of all attendees' cards

-Attire is business casual

Questions? Contact Rheanna Smith at rsmith@sheppardmullin.com or 858.720.7449.

Industries

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