

Candidate 2

This candidate is represented by Federal Concierge LLC. To view and interview this candidate, a finders fee contract must be ratified. Please contact Janelle B. Hill at 813-532-1972 or email Jbb@federalconcierge.com

Clearance: Secret (May 2008)

Professional Experience

Information Technology Acquisition Advisory Council (IT AAC)

December 2009

Fellow

The Information Technology Acquisition Advisory Council (www.ITAAC.org) is organized as a public/private partnership made up of concerned citizens and public interest groups working together for the common good in a concerted effort to overcome the barriers to failed Information Technology Acquisition reform efforts of the past. Its mission is to provide the Obama-Biden Administration and National IT Leadership with a trusted collaborative structure and a 500 Day Transformation plan that details a roadmap for Streamlining the IT Acquisition Process and thereby assuring critical mission elements that are highly dependent on IT (Info Sharing, Cyber-Security, E-Health, E-Gov/E-Biz, Green IT). The IT-Acquisition Advisory Council is formally organizing into a 501C3 with the support of transformation minded senior leaders from government, academia, industry and public interests concerns;

- Government; Armed Service Committee, Permanent Select Committee on Intelligence, Homeland Security Committee, Navy PEO, VA, OSD Health Affairs, SEC NAV, SecAF AQ, JFCOM, BTA, DCMA, GSA FAS, Army PEO EIS, FBI, White House, NSA, OSD ATL, OSD NII, DHS.
- Academia/Public Interest; Harvard KSG, University of MD, MIT SLOAN, NDA, CMU SEI, DAU, BENS.org, HIMSS.org, NCOIC.org, CCIA.org, TheCGP.org, ICHnet.org, Aerospace Corp.
- Industry; Trusted Computer Solutions, McKinsey, CGI, Accenture, Keane, Microsoft, Google, HP/EDS and a host of nationally recognized experts and former government officials.

Total Computer Solutions, Inc.

Sr. Vice President

8/2008 – Present

Manage and direct identification, qualification and capture of new business and once awarded manage, direct all operations for that new business. TCSI is a \$7.0M IT Services provider with clients in DoD, DoS, MDA, Intelligence Agencies and HHS/NIH. Core competencies include: Information Assurance, Knowledge Management, High level Systems/Network Engineering, and Applications Development. Established 18-month pipeline; TCSI is an atypical small business – we are the PRIME on 50% of our contracts. TCSI has teamed with several companies, completed 4 proposals, and is positioned to win 2 of the 4 in the last 8 months.

Accomplishments:

- Pursued/Won GSA Schedule-based Blanket Purchase Agreement from NIH
- Pursued/Won AMCOM Express (US Army SB IDIQ) – without having a presence in Huntsville, AL
- Pursued/Won USSOUTHCOM multi-year Avian Influenza/Pandemic Influenza/Other Infectious Disease (AI/PI/OID) Program Management support contract
- Pursued/Won subcontract with Lockheed Martin on USAF 844th CS IT Support @ Pentagon

CACI Technologies Insight, Inc.

Division Director Enterprise Architecture Services

10/06 – 07/08

Manage and direct all business operations for this \$65M DoD-centric unit within CACI's Enterprise Technologies Services Operating Group. Full P&L responsibility for 17 major Managed IT Services programs; Establish/Manage customer relations, all aspects of business and program operations, develop, capture new and follow-on business personnel development and staffing for these 16 programs; Present Customers: Headquarters US Army, Headquarters USAF, Headquarters Joint Chiefs, White House Communications (WHCA) Agency, White House Military Office (WHMO), Executive Office of the President and Army Research Lab-Aberdeen, MD. Responsible for growing overall program revenue by 100% from Oct. 06 thru May 08, establishing an employee retention rate of over 92% and reducing recruiting time to market to less than 3 weeks. WHCA network named Nations Most Secure Network by NSA (3 Gold Coins in 3 years), Customer satisfaction ratio is above 98.5% for all 17 programs. Capture Manager, five captures in last 12 months with a 100% bid-to-win ratio.

Information Innovators, Inc.

Chief Operating Officer

01/06-07/06

Directed/Managed Information Technology (IT) Services Company serving Department of Defense and Civilian Agencies for the Federal Government in: Program Management, Information Assurance and Security Management, Systems Engineering and Integration and Enterprise Architecture for DISA, DLA, USN, DCMA and DOT. Full P&L responsibilities for all company revenues, operating budgets and functional disciplines; drove annual growth (1,183% since 2002); Refined corporate infrastructure and SCM to enable sustained rapid annual growth; implemented Performance-Based Service Contracting (PBSC), Performance-Based Management, PMI / as corporate policy to set internal goals & objectively measure performance to goals; Results-awarded Small Business Enterprise of the Year (2005) by DOT EVMS.

Global InfoTek, Inc.

Director, Organizational & Business Development

02/05-01/06

Small Business leader in Knowledge/Discovery Management, Information Sharing, Interoperability & Intelligent Systems, (Advanced Technology, Systems Engineering) and Supply Chain management (SCM) all for DoD and the Intelligence Community (NSA, CIA, DIA, NCTC,) and DARPA. Expert in rapidly transitioning applied research, advanced technologies to practical application; Implemented Performance-Based Services Contracting & Management, SCM and PMI standards as company policy; Captured \$4.5M in new business in less than 9 months. Expert in: SCM, Interoperability, Information Sharing, Visualization and S/W agent/services-based technology for Situational Awareness, Maritime Domain Awareness, Crisis Management/Disaster Recovery and creating intelligent systems

Zazi Strategic, LLC

Fellow

09/03-02/05

Strategic advisory firm providing actionable advice on strategic business development, collaborative commerce, supply chain management (SCM), strategic partnering and Performance-based Services Contracting & Management in critical US Government areas of: Maritime Domain Awareness, Situational Awareness, Port Security, interoperability, information sharing, and expertise in US Government contracting (PBSC, EVMS, PMI), Creation of Advisory Boards for small and med-sized Companies; Areas of expertise include: DHS, HSARPA, USCG, DoD, US Navy, Army, Air Force, NASA and others.

Conquest Systems, Inc.

Sr Vice President/CAO

2002-2003

A \$12M Washington DC-based Government IT services, software development and products company; Full P&L responsibility for all corporate headquarters & operations including Finance, Corporate IT Infrastructure, Contracts, Subcontracts, Acquisitions, Pricing, Human Resources, Communications, Strategic Planning and implementation, and direct interface to the Board of Advisors. Implemented change management to professionalize the organization, mentor CEO/President into role and build-out corporate infrastructure supporting long-term corporate development and growth. Developed and facilitated 2003 strategic plan; acquired professional market and business strategy expertise to drive new business; initiated strategic partnering process. Clients include: DHS, HSARPA, JCS, CDC, USPS, US Navy, USAF and DoD.

Gartner Group, Inc.

Vice President, Market and Business Strategies

3/2000-3/2002

Lead consulting group for IT vertical market in Western US: Market & Business Strategies, Strategic Partnering; Performance-Based Services Contracting & Management. Direct, manage and mentor CXO level engagement teams developing and delivering customized solutions primarily in High Tech and in IT markets; Developed competitive landscapes; market assessments & analysis; go-to-market strategies; technology assessments/analysis; and strategic partnering solutions for Fortune 500 clients. Developed and implemented collaborative commerce strategies, change management and partnerships to create system/enterprise-level collaborative solutions for clients; Developed strategic goals and objectives for clients-resulting in significant revenue growth. Increased Gartner west-coast market share and successfully expanded into Seattle, Denver and Los Angeles markets.

Specialized Management & Resource Technology, Ltd.

Chief Operating Officer

1991-1998

A \$90+M S. E. Asian based private firm engaged in electronic component, piece-parts and PCBs and Electro-mechanical component design and manufacturing, Executive Management Consulting (for ITAR/FAR, Business Process Reengineering, Change Management, Acquisitions, and Technical Contract Outsourcing for high tech industries and S. E. Asian government entities. Developed, implemented and directed the corporate turnaround and short/long-term growth strategies achieving double digit annual growth and profits for six consecutive years. Established, mentored and facilitated a Transformation Management Team (TMT) to implement Business Process Reengineering, CRM methodologies for Continuous Process Improvement and Change Management. Lead cross-functional team driving corporate development and growth. Developed and implemented MIS/IT ensuring optimum operational performance and direct communication. Direct finance, cost accounting, contracts, and subcontracts, for Public Sector, pricing, client relations and HR business functions. Reengineered sales/marketing, Go-to-Market Strategies and manufacturing processes reducing operating costs. Directed R&D effort; Senior Government Advisor, Commerce to Indonesian Ministry of Science & Technology for Aerospace, Aviation & Telecommunication Industries. Provided Business Management Advice for US Government Contracting, Contracts, Bid, Proposal Development, Negotiations, Contract Management, and Performance Measurement. Was Special Liaison to US State Department, US Navy (at the request of the US DoC).

Martin Marietta Astronautics Group (Lockheed Martin)

Chief, Finance/Contracts

1986-1991

Managed and supervised functional disciplines in contracts/subcontracts, finance, cost management and analysis, cost accounting, estimating, pricing, internal risk analysis, Acquisitions and strategic planning for Space Systems, SDIO and other classified programs ranging from \$50M to \$4.2B. Program &

Business Manager, Transfer Orbit Stage and MARS Observer Satellite build and launch programs. Met or exceeded all Program and Division budget, profit, and schedule and performance objectives under my management and control: Capture/Proposal Manager-several new business and technical services programs; Formulated new business strategies that obtained \$2.6B in new business over 4 years. Program Manager, Trans-Orbital Stage (TOS): Co-Capture/Proposal Manager for Titan IV Launch Vehicle Second Buy Build Program-400+ person team of design, software, electrical, mechanical, test, production, logistics and launch engineers to design, build and launch 13 Titan IV launch vehicles from both Kennedy and Vandenberg launch sites. Capture/Proposal/Program Manager 150 to 165 engineers and manufacturing personnel in the design, build a launch of a payload distribution system, Trans-Orbital Stage used on Titan IV launch vehicles for multi-satellite payloads, Rescued ailing program, restructured program to on-time and within budget status. Program Manager: Developed and implemented a college level education program creating cross-trained multi-functional professionals (using e-Learning methodologies), significantly increasing employee performance, productivity and retention and simultaneously reducing overhead costs. Developed and presented Division wide negotiation seminar, generating cost Savings of \$600M; Received many commendations for management excellence; Appointed to Aviation Week & Space Technology's Research Advisory Panel, 1990/9. US Government agencies included: SDIO, USAFSC, NASA, BMD/BMO and DOD (Navy, Army, USAF, Marines, Coast Guard. Received several commendations for excellent in management and performance.

Education

M.Sc. Business, Hamilton University, Jackson, WY 1999

B.Sc. Human Resource Management, Hamilton University, Jackson, WY 1997

BA Business Administration & Finance, Parsons College, Fairfield, IA 1971

Professional Certifications, Training and Education

Certified, Information Technology Infrastructure Library (ITIL) Foundations, October 2007

Previous Professional Certifications

Certified Professional Contracts Manager (CPCM), National Contracts Management Association

Certified Cost Estimator/Analyst (CCE/A), Society of Cost Estimating & Analysis

Certified Project/Program Manager (CPM), Lockheed Martin Institute (same as PMI)

Certified Manager Cost Accounting, Estimating & Pricing, Lockheed Martin Institute