
Summary

- More than 41 years providing Information Technologies (IT) services, solutions, and support to the Federal Government with an emphasis on the Department of Defense (DoD) and Intelligence Community (IC)
 - 20 years US Air Force Active-Duty and 6+ years as billable IC on-site contractor
 - 15 years as senior executive supporting the DoD and IC corporate operations
 - Experienced delivering solutions and managing operations within classified environments and assuring compliance with all federal administrative, technical, and physical security requirements
- Performance as IT Service Desk Operations Manager, Enterprise Engineer, Project/Program Manager, System Integrator, and other associated enterprise IT positions
 - Experienced technical leader with a proven ability to integrate multiple teams of diverse technical disciplines toward a common set of goals and objectives – including a workforce of ~150 FTE
 - Managed and maintained classified IT facilities, infrastructures, and services critical to the US Government – to include simultaneous management of daily operations for 5 Pentagon IT facilities
 - Delivered solutions in support of countless IT projects and end-user requirements to include large Top Secret international enterprise system involving teams from (and activities in) 5 countries
- 18 years of Business Development (BD) experience for large and small companies
 - Performance in Business Development, Capture Management, Solution Architect, Proposal Writing, Manager, Reviewer, and Proposal Production.
- Responsible and self-motivated leader who possesses a broad range of leadership, managerial, and technical experience – effective performing as a team leader or team member
- Ability to work in high stress rapidly changing environments which require simultaneously interfacing with various diverse (and multi-national) military, civilian, commercial, and corporate entities
- Experienced forming corporate strategies and translating them into a comprehensive plan of action
- Strong analytic skills - adept at bridging the gap between corporate, technical, customer, partner, and other stakeholder perspectives to fulfill corporate (and/or mission) strategy, goals, and objectives
- Experienced interfacing with senior levels government officials and corporate leadership

Work Experience

December 2021 - Present, CMT Consulting, LLC

President/Owner

Provide a variety of business development, capture, proposal, and technical consulting services.

February 2013 – December 2021, Sedona Technologies Government Services Vice President

Led large family-owned commercial company's initial expansion into the Federal Sector. Directly advised company President and ownership on all phases of Federal Acquisition lifecycle.

Served as BD Director responsible for the end-to-end BD life cycle activities. Developed, implemented, monitored, and refined business strategy around initial and evolving company capabilities. Identified new opportunities, established and maintained an acquisition pipeline, and developed and implemented capture strategies. Collaborated directly with partners in the formation of teaming solutions to specific opportunities. Developed and managed strategic alliances which integrated cross partner resources in the

identification, capture, and pursuit of targeted opportunities. Represented partnering alliances with customer during capture, source selection, and execution contract phases. Served as primary source of STGS proposal support to include Solution Architect, Proposal Manager, Volume Lead, Writer, Production Lead, and Compliance Lead.

Provided technical expertise and directly supported contract execution to include serving as onsite technical lead during transition, performing deep dive quality assessments of specific performance issues, serving as interim Information Assurance Manager, developed quality control program, and provided IT Service Management (ITSM) subject matter expertise as requested by Program Manager and Prime representatives.

As Chief Information Officer (CIO) establish a cloud based corporate IT System and resources and capabilities to ensure continual operations and maintenance (O&M) of the system, and suitability to meet evolving company requirements. Served as the Risk Management Framework (RMF) designated "Information System Owner" and provided management focus and RMF expertise in securing the system in accordance with changing government requirements regarding non-federal contractor systems. Managed project and directed Facility Security Officer (FSO), Chief Information Security Officer (CISO), and other team members in applying of National Institute of Standards and Technologies (NIST) Special Publication (SP) 800-171 and DoD Cybersecurity Maturity Model Certification (CMMC) to the corporate system. This included analysis of security controls and determination, implementation, and documentation of risk appropriate solutions; and production of a government deliverable System Security Plan (SSP). Transformed commercial environment and IT System to be compliant with government standards and established ability to properly protect government "controlled unclassified information" (CUI).

Other accomplishments include:

- Managed obtaining ISO 9001:2015 Quality Management Certification to include development of the Quality Management System, concept for operations, and all relevant policies and procedures
- Managed company submission and award of a GSA Multiple Award Schedule (MAS)
- Provided same level and scope of BD, capture, proposal, and operational support to two Joint Ventures formed under the Small Business Administration (SBA) All Small Business Mentor-Protégé program.
 - Served as primary mentor to protégé corporate staff

July 2012 – February 2013, AOC Key Solutions

Vice President

Senior consultant for a Chantilly, Va. based full-service consulting firm that provides subject matter expertise and client support across all phases of the Federal Contracting Acquisition Lifecycle. Key achievements during this period include:

- Supported multiple proposals as technical writer and solutions architect
- Performed 3rd party assessment of SAIC Marine Corps Intelligence Agency (MCIA) Contract
- Primary author and creator of visual aids supporting company President/Owner formal community and industry presentations on Business Development, Capture, Proposal Development, and other topics specific to government contracting.

March 2010 – July 2012, CSC

Senior Capture Manager

Supported senior managers in qualification of IC (i.e. CIA, NGA, NRO, NSA) business opportunities and the development and implementation of capture plans, teaming strategies and partner alliances, technical concepts and solutions, and responses to government and partner requests. Directly reported to Intelligence, Surveillance, and Reconnaissance (ISR) Group VP/Business Development and VP/General Manager for National Intelligence Organization (NIO). Led or supported coordination, facilitation, and/or moderation between internal and external CSC offices and agencies to satisfy BD, capture, and proposal goals and objectives. Gathered, consolidated, and analyzed information on the IC, developed solutions and strategies to satisfy customer requirements, and represented management in other associated activities. Represented CSC to the customer and served as interface with acquisition partners in coordination of capture and proposal activities. Served as ITIL and ITSM subject matter expert. Primary and contributing author to development of whitepapers and responses to acquisition documents (e.g. RFIs, RFPs, RFQs). Provided proposal support as reviewer, technical writer, proposal manager, volume lead, and solution architect.

December 2003 – March 2010, SAIC

Multiple Positions

Senior Staff (Reston, Va.)

Dec 2006 – March 2010

Reported directly to the Mission Integration Business Unit (MIBU) Operations Manager. Provided a variety of technical, BD, capture, proposal, and other corporate support related to the pursuit and execution of contracts within the IC – primarily CIA and NGA – and other corporate initiatives. Led or supported efforts that required coordination, facilitation, and/or moderation between internal and external SAIC offices/agencies to satisfy assigned tasks. Served as Operations Manager's representative and Project Manager for special interest projects supporting both SAIC and customer needs. Supported BD and capture efforts by gathering and analyzing information on the IC, developing solutions and strategies to satisfy customer requirements, meeting with potential partners, and representing line management in other associated activities. Represented SAIC in meetings with the customer and served as interface with teammates. Supported formal Alliance between SAIC and other large companies in implementing joint consolidated pursuit strategy for multiple CIA contracts valued over several billion dollars. Primary and contributing author to development of whitepapers, proposals, and responses to acquisition documents (e.g. RFIs, RFPs, RFQs). Provided additional proposal support to include proposal reviews, staffing, solution development, and other roles. Served as ITIL and ITSM subject matter expert.

DNI-CIO Task Manager/Contractor Site Lead (Bolling AFB.)

April 2006 – Dec 2006

Responsible for representing SAIC Program Manager's interests and interfacing daily with the Director of National Intelligence Chief Information Officer (DNI-CIO), Deputy DNI-CIO, and DNI-CIO Chief of Staff on headquarters specific operations and contract issues. Provided day-to-day on-site contract management of 12-member team of senior administrative, logistics, and technical subject matter experts. Led team in development of strategies on behalf of executive DNI-CIO front office leadership and formation of associated policies and plans which influenced the entire IC. Served as Senior DNI-CIO Task Manager charged with identification, analysis, tracking, coordination, review, editing, completion, and final distribution of DNI/CIO tasks to include actions assigned by Congress and other government agencies. Coordinated actions across DNI directly with GS-14/15 level senior managers and their staff.

Lead Communications Engineer (Reston, Va.)

Feb 2005 - April 2006

Represented NGA as a member of an international team formed as part of a joint \$40M global IT project. Provided system engineering, system integration, project management, technical, and other "as required"

support. Served as liaison to multi-national government, civilian, and commercial entities in establishing, maintaining, and upgrading an end-to-end network infrastructure(s) supporting multiple international efforts and systems. Directly involved with all phases of Systems Development life-cycle (SDLC). Responsible for identifying requirements and monitoring status on behalf of Government Program Manager (GPM); and for the identification, reporting, tracking, and coordination of issue/problem resolution. Reviewed, authored, submitted, and coordinated multi-agency change/configuration management and engineering process documentation in support of project activities. Supported planning, scheduling, and coordination of project deployment and served as GPM's on-site representative for all system testing and installation activities performed in 5 different countries. Represented GPM in multi-national and multi-agency meetings and events.

IT Systems Team Lead (Reston, Va.)

Dec 2003 – Feb 2005

Supported construction of new commercial facility in support of a new contract, established a multi-level IT infrastructure and IT support capability, and transferred 90+ operational workers to the new environment. Established an IT work center and led the team responsible for the design and build-out of four server/communications rooms and supporting cable infrastructure; and design, engineering, installation, configuration, testing, and activation of eight data and voice production networks; as well as additional development, testing, and storage networks. Led team design and deployment of a server farm to support email, applications, file and system storage, print, and other common services. Developed and implemented System Security Plan (SSP) which was submitted and accepted by the Government following certification and accreditation under the DoD Information Assurance Certification and Assurance process (DIACAP); which is the predecessor to the current Risk Management Framework (RMF). This included the identification, assessment, implementation, and documentation of administrative, technical, and physical security solutions for a variety of NIST 800-53 security controls; as tailored to 5 distinct IT classified systems ranging up to the top secret level. Supported management and oversight of facility construction activities to include building of Secret and Top-Secret work environments and ensuring compliance with NISPOM standards. Served as program's sole full time on-site representative during final phase of construction and network deployment; and provided daily program interface with vendors, building engineers, construction crews, installation teams, and delivery companies. Served as Facility and Transition Manager and coordinated the transfer of an existing operational mission, and 90+ individuals and supporting physical assets to the new facility; to include development of standard operating procedures for site operations.

January 2000 – January 2004, McClendon, Inc.

Multiple Positions

Infrastructure Team Lead (Chantilly, Va.)

September 2002 – Dec 2003

Supported Chief of Network Engineering Services (NES) during initial post-award transition stage of the NGA Engineering Edge contract. Lead a multi-company (e.g. TASC, Lockheed Martin, Booze Allen Hamilton) team of 10+ senior systems engineers in providing oversight and continual upgrading and expansion of NGA's global enterprise network and supporting infrastructure. Oversaw team's efforts in continuation and transformation of legacy change and configuration management and infrastructure engineering processes and open actions to new contract environment. Led team in rapid development of new processes, review/milestone boards, and engineering activities aligned to NGA Network Engineering Services requirements. Reviewed Request for Comments (RFCs) and supporting technical documents, consolidated engineer inputs, and submitted summary reports to appropriate boards capturing impact analysis of proposed changes to NGA enterprise IT infrastructure, as well as recommended solutions and

paths forward. Directed quick response to approved IT requirements requiring system/network engineering and integration support for priority activities and undesignated engineering tasks; to include entry into and completion of the DIACAP security requirements. Assigned tasks to engineers and monitored status and completion of work assigned. Provided guidance, assistance, and direction as needed.

Engineering Support (Multiple positions) (Reston, Va.)

January 2000 – September 2002

Supported Chief of National Imagery and Mapping Agency (NIMA) NES contract on the NIMA System Engineering Services (NSES) Contract. Provided full life-cycle systems and network engineering support to establish, maintain, and upgrade NIMA global enterprise IT infrastructure. (NIMA transitioned to NGA during this time frame.) This includes fulfillment of all DIACAP security requirements necessary to ensure security of NIMA IT infrastructure, data, and services, and facilities.

- *Senior Integrator* responsible for overseeing NIMA NES office's activities supporting high priority and high visibility projects. Served as Chief's interface with internal and external offices and agencies. Responsible for communicating, coordinating, and collaborating across organization, function and contractual borders to identify requirements, develop plans and ways forward, identify and resolve conflicts, and drive project completion.
- *Engineering Team Lead.* Lead a multi-company (i.e. SAIC, Lockheed Martin, Lockheed Martin, Booz Allen Hamilton) team of 30+ systems engineers responsible for providing systems and network engineering of the NIMA's enterprise network; as well as project management and system integration support. Reviewed RFCs and supporting technical documents, consolidated engineer inputs, and submitted summary reports to appropriate boards capturing impact analysis of proposed changes to NIMA enterprise IT infrastructure, as well as recommended solutions and paths forward. Assigned tasking to engineers and monitored status and completion of work assigned. Provided guidance, assistance, and direction as needed
- *Senior Crisis Engineer* selected to support NIMA's Crisis Focused Engineering Division, which was charged with the rapid development, coordination, and implementation of network solutions in response to validated post-911 crisis actions.
- *System/Network Engineer.* Developed, planned, and implemented technical solutions in response to new requirements impacting NGA enterprise IT infrastructure. Identified/analyzed requirements, collaborated with stakeholders, performed site surveys, developed ROMS and BOMS, briefed senior management, developed Engineering Orders, acquired hardware/software, coordinated and managed implementation, updated documentation, and other tasks as required.

October 1979 – January 2000, United States Air Force Active Duty

Multiple Positions – Retired as Senior Non-Commissioned Office (NCO) E-7

Served in a variety of IT technical, supervisory, and managerial positions while supporting IT Operations, Systems Engineering and Integration, Program Management, and other activities. Sample assignments include Superintendent of Army/Air Force Technical Control Facilities (Pentagon) and Lajes Field (Azores, Portugal), Communication/System Engineer (DISA-Pac, Guam), and Chief Base Network Control Center (Altus AFB, Ok).

- Supervised single and multi-work center operations (with manpower allocations ranging from 2 to 140 technicians) in providing optimum communications and communications support.

- Oversaw acquisition, implementation, operation, and maintenance of thousands of circuits, systems, and networks supporting the highest-level customer base.
- Oversaw millions of dollars in equipment assets.
- Provided technical expertise, engineering solutions, operational guidance (and direction), fault isolation assistance, and managerial control to individuals, work centers, and facilities as required. Providing extensive project management and team leadership to numerous communications initiatives and circuit provisioning efforts.
- Briefed upper management of communications, operations, and project status.

Education

B.S. Information Systems, Strayer University, Graduated 4.0 GPA

2016

Training/Certifications

<i>Certified CMMC Professional (CCP) -</i>	2021	<i>ITIL Service Manager Certification (V.2)</i>	2008
• Course completed. Awaiting DoD release of certification test – estimate Feb 2022.		<i>Shipley Proposal Development</i>	2007
<i>ITIL IT Managing Professional (V.4)</i>	est. Dec 2021	<i>SAIC Capture Management Course</i>	2007
<i>Shipley Capture Management</i>	2012	<i>ITIL Foundation Certification (V.2)</i>	2007
<i>ITIL Expert Certification (V.3)</i>	2008	<i>Project Management Professional (PMP) Certification</i>	
		2004 (Not current)	