



Peter Gladis

Director – Client Marketing Strategies

President, **Peter Gladis Consulting**. Clients include **STAR Associates** (Private Equity Investments), Director, Marketing Strategies; **Delphix** and **NewPush** (Cybersecurity); **Sonix**, **Molecular Surface Technologies**, **MedifVU**, **Dicom Director** (Biotech); the **National Science Foundation (NSF)** Panel Member for **Small Business Innovation & Research (SBIR/STTR)**. Executive with **DXC Technology** (was CSC – Computer Sciences Corporation) Global Cybersecurity, Director - Market Development & Sales Operations, and **RSL Fiber Systems** (fiber optic technologies). Member of the **Association for Data & Cyber Governance (ADCG)** and the **Association of the U.S. Army (AUSA)**. Expertise in a variety of technologies and industries in private and public sectors, including military. A leader in technology commercialization, strategic planning, marketing, technology deployment, business plan phase of private equity investment engagements, and teaching orals/presentation skills. Executive leadership with global, large, and small technology companies.

QUALIFICATIONS

Skill Categories

Market/Sector/Technology Expertise

- | | |
|-------------------------------------------|--------------------------------------------|
| ❖ Commercialization & Growth Strategies | ❖ Cybersecurity/IT Networks/AI |
| ❖ Market Strategies & Deployment | ❖ Biomedical Devices, Software, Systems |
| ❖ Private Equity Commercial Due Diligence | ❖ Photonics; Fiber Optics; Optical Systems |
| ❖ Strategic Planning/Strategic Alliances | ❖ Defense/Government Telecom/Datacom |
| ❖ SBIR/STTR Small Business Consulting | ❖ Industrial/Electromechanical Equipment |

CLEARANCE: TOP SECRET (Currently in deferred mode, pending new classified project)

SIGNIFICANT ACCOMPLISHMENT EXAMPLES

- ❖ **STAR Associates:** Commercialization assessments; investment recommendations of technology start-ups
- ❖ **National Science Foundation:** 325+ SBIR/STTR Proposals reviewed, funding decisions recommended
- ❖ **DXC Technology (was CSC) Global Cybersecurity:** Led global organization that developed and

introduced sophisticated Cybersecurity Managed Security Service (MSS): “Advanced Threat Detection”

❖ **RSL Fiber Systems/SpecTran Specialty Optics:** High Performance Fiberoptic and optical systems

❖ **Ultra Electronics:** Military Datacom; Strategic Alliances penetrating DoD Agencies, including Secure

EMPLOYMENT HISTORY

2015 – Present: President, Peter Gladis Consulting, LLC. Marketing, business development, private equity investment consultant; technology commercialization: ADCG member; multiple market expertise.

2015 – Present: Director, Marketing Strategies – STAR Associates. Investment advisory/funding services for technology companies, including market readiness and business plan development. **AUSA** Member.

2012 – 2015: CSC (now DXC) Global Cybersecurity, Director – Market Development and Sales

Operations. Global responsibility for new product development and worldwide sales and technical support.

2010 – 2012: RSL Fiber Systems, Director – Marketing & Sales. Worldwide responsibility to penetrate new markets (Energy and Mining), and identification of new advanced fiberoptic technology offerings.

1997 – 2010: Ultra Electronics, Director – Marketing and Technical Support. Global marketing initiatives and technical support and training for military and commercial tactical datacom/telecom.

1994 – 1997: SpecTran Specialty Optics, Director – Sales & Market Development. Specialty fiberoptics for commercial and military markets. Led sales force, distribution, technical support, and customer service.

1993 – 1994: Universal Voltronics, Director – Marketing & Sales. Global Sales and Marketing strategy.

1970 – 1993: General Electric. Various leadership marketing, sales, and business development positions.

EDUCATION

❖ Bachelor’s degree, Villanova University, 1970, BS EE; major corporate leadership development courses