

Strategy

"Our finest business strategy leader with a deep and insightful understanding of today's Aerospace & Defense industry environment." – Bob G

"Mark is a master – accomplished at full-scope lifecycle A&D from the roots of developing a strategy to business acquisition, executing superior performance, and winning recompetes." – Matt E

Mr. Pearce played a pivotal role in developing a Systems Integration strategy and designing systems that provided highly effective Intelligence, Surveillance, and Reconnaissance (ISR) to our nation's military operational forces—both Conventional and Special Forces—during their deployments in Iraq and Afghanistan. His hands-on conceptual design and development involvement translated into a fully operational ISR system. – Bill S

"Mark's strategy development is based upon solid analytics and the application of the latest technologies to solve the challenges confronting our Aerospace and Defense enterprises." – Glenn H

Execution

"A superb operations executive with a storied track record of delivering organizational excellence and business results." – Bob G

"Mark is exceptional at crafting a winning plan and then executing it. He holds himself and his team accountable to achieving metrics/results that produce exceptional customer satisfaction – he is highly polished interfacing at the flag-officer level." – Matt E

"As the Vice President for Operations, Mr. Pearce conducted all Program Reviews. He was superb at ensuring budgets, costs, and schedules, as well as standardizing configuration management and establishing an efficient quality control operation. His ability to manage all aspects of the business and build confidence and trust in our customer communities were great assets in perpetuating the business." – Bill S

"Mark harnesses the power of data analysis to uncover valuable insights into key performance indicators, which he then leverages to elevate program performance." – Glenn H

Growth

"An accomplished business acquisition and capture expert who knows how to win with the right solutions in complex markets." – Bob G

"Mark treats business growth no different than performance. He understands the full acquisition process and builds winning strategies to capture the business, to wit, he won more large business pursuits than anyone in the sector year over year." – Matt E

"Mr. Pearce was the pre-eminent "bricklayer" who established the bedrock of our business. The "bricks" of enforced high standards are honesty, the unvarnished truth regarding any situation, solid leadership in all aspects of a business, impeccable ethics, and integrity. The customers could rely on this "bedrock" approach, which contributed immeasurably to our business's growth. It was openly apparent in the customer community that whatever Mr. Pearce touched could be relied on to be effective, and the Integrated Systems would operate efficiently and consistently. Mark knows every aspect of the inter-workings of a complicated business operation and how to organize for maximum results. He was instrumental in molding a team of 542 employees to accomplish a common objective." – Bill S

"Mark brings a unique perspective with his ability to apply analytics to stake out unique value positions in today's Aerospace & Defense competitive environment." – Glenn H