

David Scarbalis Biography



David Scarbalis is the Principal at Highland Consulting LLC, a veteran-owned, service disabled, small business, <https://highland-consulting.com/>. He has a passion to help build better organizations, through trust, insight, relationships and experiences. Highland Consulting provides our partners with thought leadership, proven experiences and best practices to help businesses exceed their goals and objectives. We deliver results by understanding your company challenges, road mapping ideas and bringing people together.

Dave was recruited by CA Technologies, now a Broadcom company, to develop and manage DoD and Intelligence Community business development and integration efforts. He applied extensive executive relationships in Government, System Integrators and Alliance partners with a structured and unified approach. His in-depth knowledge of the DoD enterprise helped to connect operational requirements with CA enterprise software solutions. Dave built an actionable pipeline and capture that included wins in the DISA mainframe renewal, +\$70M and cross domain, +\$5M; Army NETCOM enterprise management, +\$3.5M; and Navy NGEN privileged access security, +\$7M, are examples.

Previously Dave worked with both Serco and Salient Federal Solutions, both large system integrators. Additionally, Dave served as the Vice President, Government Accounts at SNVC, a veteran owned small business. He directed and oversaw business development and operations in both the Department of Defense and Veteran's Administration. While at SNVC, Dave also completed Stephen Covey's "Seven Habits of Highly Successful People".

Prior to joining industry, Dave was a US Army officer with over 27 years as an Information Technology professional. Retiring as a Colonel, Dave has extensive joint and coalition experience in Command, Control, Communication and Computer Systems and Information Technology gained through military and educational assignments. His final assignments in the Army CIO/G6 included Director of the Strategic Communications and Lean Six Sigma, and Director, DoD Biometrics. Dave served in multiple leadership positions including Deputy Brigade Commander, 516th Signal Brigade and as the 304th Signal Battalion Commander.

Dave has been married over 38 years to his wife Kathy, a Physician Assistant. Kathy is the Managing Director of Highland Consulting LLC. She was a provider with Pediatric Specialists of Virginia, Center for Cancer and Blood Disorders of Northern Virginia. They have two children: Dan, a nuclear engineer with the US Navy; and Michael, a brew master and entrepreneur.

Education and Military Professional Development:

- MA, Strategic Studies, Deakin University, Melbourne, Australia
- MS, Telecommunications Management, University of Colorado, Boulder, Colorado
- BA, Speech Communications, Northern Illinois University, Dekalb, Illinois
- Australian Defence College, Centre for Defence Security Studies, Canberra, Australia
- Executive Course, Asia-Pacific Center for Security Studies, Honolulu, Hawaii
- Joint Officers Course, Norfolk Virginia
- Command and General Staff College, Fort Leavenworth, Kansas
- Combined Arms Services Staff School, Fort Leavenworth, Kansas
- Signal Officers Basic & Advance Courses, Fort Gordon, Georgia
- Lean Six Sigma Executive Training, Fort Belvoir, Virginia

Professional Affiliations:

- Directly involved in AFCEA Northern Virginia (NOVA) Chapter:
 - Currently serving on the Board of Directors as a Past President
 - President, AFCEA Northern Virginia (NOVA) Chapter
 - Previously served on the AFCEA NOVA Board of Directors as
 - President, AFCEA Northern Virginia (NOVA) Chapter
 - VP, Government Affairs; VP, Special Activities, responsible for four successful IT Days and the VivaVets 5k earning over \$300K in support of STEM scholarships; VP, Membership; and, Secretary
 - Named as “Super Nova” for Jan ‘10
 - Key supporter of all AFCEA NOVA IT Day’s, and past member of the Scholarship Committee
 - Supports AFCEA DC and AFCEA Belvoir events
- AFCEA International:
 - Member of the AFCEA International Technology Committee
- Army Signal Corp Regimental Association
- Association of the United States Army (AUSA)
 - Supported the George Washington Chapter as a member of the Board of Directors
 - Previously editor of the quarterly newsletter “Base Camp Briefs.”

Philanthropy:

- Continue to support local causes: StillBrave – cancer support for children, Medical Society of Virginia Foundation, Winchester Medical Center Foundation and the Front Royal Christian School.
- Supported “Growing Hope”, a Northern Virginia partnership to support children with cancer and the Komen “Race for the Cure.”