

Executive Biography

CatalystCore Services

XXXXXXXXXXXX, President

Senior Executive leader; Sales, Business Development & Strategic Programs
US Department of Defense & National Security

XXXXXXXXXXXX, President of Catalyst Core Services is a skilled professional and business leader with successful in-depth expertise in managing major sales, services, engineering, business and program development organizations in areas of data management, computer and communications technologies serving the Federal IT markets.

He has a history of leading teams in developing and implementing strategies, priorities, and initiatives that drive profitable revenue growth. He works with account teams to identify market gaps, new opportunities, market demand and to drive near-and-mid-term strategies to capture new business. He has developed strategic programs with a pipeline of \$30B+ in TCV. In his previous positions he was District lead for Veritas' Federal Systems Integration team and Business Development where he and his team developed and executed Veritas strategies and solutions in addressing the requirements of the Systems Integration community.

Xxxxx was previously the Senior Director of Global Services, Motorola Solutions. In this position, he managed an annual budget of \$11.3 million and a global team of service professionals with operations in Germany, Italy, Bahrain, Korea, Japan, Guam and throughout the US. He established the organization's combined SI and Sustainment team for the US Department of Defense. His team was instrumental in winning the re-compete of Motorola Solutions' largest services contract with the award of the Navy's \$76 million Global Sustainment Contract. The team delivered over 115 integration projects in 2017 with over 185 sustainment contracts that had a combined life cycle value of \$260 million.

Prior to Motorola, Xxxxx served as Hewlett Packard's (HP) Vice President for Federal-wide Business Development (BD) and was a member of their Federal senior leadership team. As BD leader, his focus was on working with account teams in developing and executing strategies, centered on growth through the acquisition of new customers, opportunities and strategic alliances. In addition, Xxxxx wrote numerous corporate blogs and white papers and spoke and hosted various HP industry events. In his previous position as Vice President for the Department of Defense Sales and Services, he was responsible for the full range of enterprise products and services sold worldwide to all components of the DoD, including Joint Commands. Xxxxx and his team delivered various innovative solutions in support of the DoD, in areas of cloud computing, cyber security, application transformation, data center consolidation and high-performance computing. From 2010 thru 2014, Xxxxx and his team achieved an average annual sales performance of 120 percent and met or exceeded service KPIs.

Xxxxx has over 30 years of experience in the Federal Information and Communications Technology market. Prior to his positions at Motorola and HP, Xxxxx was responsible for Compaq's sales and services to Defense Agencies and the U.S. Air Force. His other positions included manager of DoD

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Business Development and Sales Manager for Digital Equipment Corporation as well as Federal management positions at Bell Atlantic (now Verizon). While at Verizon, Xxxxx was Director of Federal-wide Business and Program Development and was responsible for the organization's strategic business plan. He expanded the company's business into non-traditional telecommunications markets. He has also held management positions in Engineering, Software Development, Systems Analysis and Software Sales.

Xxxxx is a retired Air Force reserve officer, with over 20 years of military service. He has served in a variety of command positions, focusing on logistics, combat communications, systems development, and command/control (C2). He received military medals and awards including the Meritorious Service Medal, AF Commendation Medal, Southwest Asia Service Medal, and Global War on Terrorism Service Medal. He also holds master-level communications and logistics badges.

Xxxxx holds a degree in Computer Programming, a Computer Science degree from the University of Maryland and a Master of Administrative Science in IT from Johns Hopkins University in Maryland. He was also a member of the school's adjunct faculty and completed a corporate accelerated leadership program at Wharton's School of Business. He is a member of various Government related associations. He was elected two terms to the executive board of AFCEA International, 2012 – 2016 and an Associate board member with AFCEA in 2017. He was recently elected to a sixth term to AFCEA International Board of Directors in 2025. Xxxxx holds an active Top-Secret Security Clearance with Sensitive Compartmented Information (TS/SCI). He was a licensed pilot, Deacon with the Archdioceses of Baltimore and a volunteer with 1000+ hours as a Chaplain in the pastoral care unit of St. Agnes Hospital, Baltimore, MD.