

Barton G. Webster
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OBJECTIVE:

Business development and capture management for the intelligence or associated communities, including introduction of new services or capabilities and their successful implementation.

EXPERIENCE: Over 15 years Business Development in the intelligence community, focused on CIA and other related bids. Contract wins began in 2000 for Lockheed Martin CLOCS with initial contract value of over \$90M, spanning 60-70 other successful engagements with Lockheed for an average win ratio of 90%, culminating in back-to-back wins for i2SSC with contract value estimated over \$100M over a 10 year performance period. In all instances, responsible for all teaming, partnering, subcontract negotiations, “face forward” to the industry and customers where appropriate for all BD interactions. At USIT, created the Intel Programs Directorate and have moved the corporation from ground zero to major IDIQ contracts wins with CIA (under several primes), DIA (several primes) and NGIA – all of which are 7-10 performance based contracts. Also have led/supported VP of Business Development on many other prime pursuits, including introduction of effective capture color reviews, price-to-win processes and other competitive analysis practices to improve new opportunity identification and probability of wins. Developed new company acquisition profile/teamplate to support evaluations of new companies, now in use by owner/CEO of the corporation.

EMPLOYMENT HISTORY:

2012 - 2014 *Director, Business Development*, Intelligence Programs, U.S. Information Technologies.

- Business development, capture and strategy leadership for initiation of new opportunities within the national intelligence community for Oracle and other IT technology/support services.
- Acquisitions and Joint Venture criteria development, selection and incorporation.
- Development of recruiting/delivery capability for the national intelligence market.
- Development/implementation of opportunity evaluation process and enhanced capture practices.

2008 - 2012: *Business Strategies*, IS&GS-National/IS, Lockheed Martin Corporation.

- Strategic planning, Business Development (BD), chapter leadership and support for a wide variety of competitive opportunities in the intelligence community. This has included competitive analysis, pursuit approval and other opportunity acceptance reviews, early and final scope negotiations, all facets of teaming agreements, legal and contractual requirements, customer contact plan development and execution, and opportunity pursuit decision making. Significant emphasis on maintenance of multi-year relationships with large numbers of partners during extended opportunity pursuits and shadow

management and mentoring of new senior staff and capture managers to ensure their success in all endeavors.

2000 - 2008: *Business Development*, IS&GS Intelligence Programs, Lockheed Martin Corporation.

- Business development for support services to the U.S. Intelligence Community. Led/supported new opportunity identification and qualification through capture including proposal submittals. Conducted competitive analysis, market research and managed BD budgets for new opportunities or re-compete. Maintained close relationships with key customer contacts and with business partners. Highly successful at converting current contracts into either sole-source re-awards or extensions. Led or participated in divisional/corporate level opportunity reviews and win-strategy development.

1995- 2000: *Senior Program Manager*, Science Application International Corporation.

- Business development and program management for multi-year design/development/implementation of the Department of Energy (DOE) Core Technical Group (CTG), an internally staffed technical consulting operation and similar services for DOE Headquarters, Offices of Defense Programs (DP) and Environmental Management (EM). This group was created to address key operational and business management issues across the DOE weapons production complex and national laboratory facilities.

1980 -1995: *Senior Consultant*, Tenera, LLP (Formerly TERA Corporation).

- Progressively responsible Business Development and P&L positions of Project Manager, Senior Project Manager, Division Manager, Deputy Manager Operational Performance Division, Senior Consultant for major management and technical professional services consulting efforts to the Nuclear Regulatory Agency and Department of Energy Defense Programs. Corporate Relationship Manager, Toledo Edison Nuclear Utility.

1979 -1979: *Regional Sales Manager*, Datatel.

- Sales and marketing of minicomputer hardware and software to the office products industry throughout the Midwest.

1978 -1978: *Regional Manager of System Sales*, Planning Research Corporation.

- Sales and marketing of real estate multiple listing software and hardware and software to real estate boards throughout the Midwest.

1972 -1978: *Capital Area General Manager*, Consolidated Fibers, Inc., Browning-Ferris Industries.

- General Manager with profit and loss responsibility for two resource recovery plants with approximately 300 employees in Washington, D.C.

1967 -1971: United States Air Force.

EDUCATION

M. S., Systems Management, University of Southern California, 1971.

B. A., Sociology, Oklahoma State University, 1966.

SECURITY CLEARANCE: Cleared DoD TS, SSBI, FSP.

AWARDS/ACCOMPLISHMENTS/INTERESTS

Graduate: Lockheed Martin Business Development Leadership Program
 Lockheed Martin Certified Green Belt, Six Sigma
 Lockheed Martin Proposal Capture Manager Course
 Lockheed Martin LM 21 Six-Sigma / Greenbelt Training Course
 Lockheed Martin Best Practice award for development and implementation of
 Business Development Continuous Customer Contact (C3) Customer Intimacy
 Program

Special Recognition Awards – Lockheed Martin

REFERENCES: Available upon request.