

CONSULTING ENGAGEMENT BIO

Currently, Director – Marketing Strategies for *STAR Associates* (private equity investor, and advisory services firm); A **National Science Foundation** (NSF) standing Panel Member for Small Business Innovation & Research; President of **Peter Gladis Consulting, LLC**. Leadership experience in strategic planning, marketing, business development, technology deployment. Clients include security software, Fiberoptics for Energy, Mining, DoD; Retired in 2015 from Computer Sciences Corporation (now DXC Technology) as Director, Market Development of its Global Cybersecurity unit.

QUALIFICATIONS**Skill Categories**

- ❖ Business Expansion Strategies
- ❖ Marketing Strategies & Deployment
- ❖ M&A/Private Equity Due Diligence
Business Practice Improvements
- ❖ Strategic Planning/Strategic Alliances

Market/Technology Expertise

- ❖ Cybersecurity Services and Technologies
- ❖ Biomedical Products and Technologies
- ❖ Defense/Government Datacom & Optics
- ❖ Industrial/Electromechanical Equipment
- ❖ Specialty Fiber Optics & Systems

CLEARANCE: TOP SECRET

SIGNIFICANT ACCOMPLISHMENT EXAMPLES

- ❖ **CSC (DXC) Global Cybersecurity:** Developed and introduced a sophisticated Cybersecurity offering – an Advanced Threat Detection Managed Security Service addressing Advanced Persistent Threats
- ❖ **STAR Associates:** Assisted in the successful market evaluation of several advanced Biotech start-ups.
- ❖ **DNE Technologies:** Completed two Strategic Alliances to penetrate the US Marine Corps and US Navy.
- ❖ **RSL Fiber Systems:** Achieved 77% revenue increase by penetrating the Energy and Mining markets.

EMPLOYMENT HISTORY

2015 - Present, President, Peter Gladis Consulting, LLC. Marketing, Business Development, and Private Equity investment consultant focused on profitable growth of technology companies in multiple markets.

2015 - Present, Director, Marketing Strategies – STAR Associates. Investment advisory and funding services for early stage technology companies, including market readiness and business plan development.

2012 – 2015, CSC (now DXC) Global Cybersecurity, Director – Market Development & Sales Operations. Global responsibility for new product development and worldwide sales and technical support.

2010 – 2012, RSL Fiber Systems, Director – Marketing & Sales. Worldwide responsibility for penetration into new markets (Energy and Mining), and identification of new advanced fiber optic technology offerings.

1997 – 2010, Ultra Electronics–DNE Technologies, Director – Marketing & Support Services. Ran global marketing initiatives and technical support and training for military and commercial tactical datacom.

1994 – 1997, SpecTran Specialty Optics, Director – Sales & Market Development. Specialty fiber optics 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

- ❖ Bachelors Degree, Villanova University, 1970, BS Electrical Engineering
 - ❖ Extensive Corporate Leadership Development Courses at GE, Ultra Electronics, Ultra Electronics, CSC
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