



## **Repositioned FSI as a Cybersecurity Market Leader**

**Challenge:** Large Federal System Integrator (FSI) was not well-positioned in market, had weak talent, poor customer intimacy and limited market understanding and vision.

**Analysis:** Led strategy-driven effort to assess the company's portfolio and identify key gaps for strategic investment. We identified critical gaps around people, process, and technology as well as overall market trends and direction. We developed long-term program roadmap, a deep understanding of cross-agency trends and relationships, and analysis of options to close gaps, from organic investment to partnerships and M&A.

**Implementation:** Led, developed, and executed corporate campaign to close key gaps. Developed and sold internal investment strategy within corporation. Initiated and resourced key technology investments. Developed and implemented agile program process strategy that enhanced customer value by ensuring on-time delivery of capability in dynamic environment with rapidly changing mission needs and requirements. Led large \$500M M&A to acquire additional contract vehicles and customer intimacy. Identified key leadership changes needed to improve customer intimacy.

**Result:** Effectively repositioned company as market-leader in cybersecurity space. Grew core business 150% year over year and generated over \$1B in sole source revenue and contract growth. Improved process approach created leverage to negotiate better contract terms and dramatically increase profitability. Successfully developed and delivered critical cyber capabilities ahead of schedule and under cost, in the process creating a "franchise" market position. Core effort created opportunities to cross sell from intelligence community across other Federal agencies and grow the business

**Cyber BDA Team Experience:** Proven background in strategy development and analysis, program execution and management, customer intimacy. Extensive experience in M&A planning, due diligence, and execution in complex corporate environments.