

David Rouse, Top Federal Telecom Executive, Joins Suss Consulting

JENKINTOWN, Pa., April 14, 2026 – Suss Consulting, a leading provider of federal IT opportunity capture, proposal support, price-to-win analysis, strategic planning, and market research services, today announced the addition of David Rouse, who recently capped a 35-year telecom industry career as Verizon’s senior executive leader responsible for the Department of Defense/War, the Intelligence Community, the Department of State, NATO, and the UK Ministry of Defense.

“David’s rare combination of success on large federal opportunities, deep knowledge of the customer environment, and fluency in state-of-the art technologies, will help our clients develop winning solutions to meet the government’s next generation network requirements.” said company president Warren Suss.

Mr. Rouse headed Verizon’s Defense and National Security segment which led the market in delivering mission aligned solutions on major programs including: DREN, the Defense Research and Engineering Network (\$495M total contract value) under the DoD High Performance Computing Modernization Office (HPCMO); the Department of Defense's Spiral 4 wireless contract (\$2.67B total contract value) as prime contractor; and the US Navy NGEN/SMIT contract through partnership with Leidos (\$7.7B total contract value). His six years of increasing responsibility at Verizon also included developing go-to-market strategies in the areas of Zero Trust Architecture, Unified Communications, and Dark Fiber.

As Verizon’s Senior Director, Defense and National Security Sales, he oversaw consistent sales quota achievement, revenue stabilization and growth to \$400M+/yr.

His work included next-generation networking solutions focused on enabling AI workloads for autonomous decision-making in contested environments. His Zero Trust & Cybersecurity projects included Post-Quantum Cryptography. His extensive international experience supported the State Department, DITSPO, NATO & International Allies with global network solutions and complex infrastructure sales.

Prior to joining Verizon, he was the CenturyLink (Lumen) Director of Federal Sales covering cybersecurity, international networking, cloud, VOIP/UC&C and other advanced solutions for the Department of Defense on projects in the United States, Europe, the Middle East, Africa, and the Asia Pacific. Previously, he was a Regional Consulting Engineer for Sprint and began his career as a telecommunications engineer at DISA, where he engineered critical communications links for theater-level operations during Operation Desert Shield/Storm. He has also worked on every iteration of the GSA FTS contracts, from FTS-2000 to the current EIS vehicle, including GSA WITS.

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About Suss Consulting Inc.

Suss Consulting provides services to both industry contractors and the federal government. Since 1982, the firm has helped contractors win more than \$100 billion in government contracts through its opportunity capture, proposal, price-to-win, market research and strategic planning services. For more information, visit Suss Consulting at www.sussconsulting.com.



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