

DAVID ROUSE

Profile

Immediately prior to joining Suss Consulting, David Rouse capped a 35-year telecom industry career by delivering three years of annual revenue of over \$400 Million 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.

Relevant Experience

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 and revenue stabilization and growth. For the most recent (2025) year, he delivered 102.5% combined revenue attainment, 148% sales bookings, and achievement of key wireless KPIs.

His work included AI integration; layering Agentic AI and edge AI onto modern networks to improve situational awareness; and AI applications 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 to 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.

During his 35-year industry career, he has also worked on every iteration of the GSA FTS contracts (FTS-2000, FTS-2001, Networx, and EIS) and has extensive experience on the GSA WITS contract.

Education

MS, Telecommunications and Computers, GW University's School of Engineering and Applied Science; Master Certificate in Organizational Leadership, Villanova University; Bachelor of Science degree in Electrical Engineering from West Virginia University.



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