

## James H. Guilfoyle

### Profile

Mr. Guilfoyle is a senior writer/editor experienced in the preparation of transition plans for large federal proposals involving Wide Area Networks and related IT infrastructure. His proposal work builds on over 35 years of experience in government business development and operations focused on Information Technology services, products, and solutions.

### Relevant Experience

Mr. Guilfoyle is an accomplished writer, reviewer, reviser, and editor of government proposals. In his nearly four-decade career supporting government-focused firms he has created, developed, and written hundreds of proposals, white papers, strategy documents, and new business briefings. In addition, he has drafted, improved, critiqued, finished, and themed proposal executive summaries, management and technical volumes, and executive commitment letters. He has been involved in leading and/or supporting well over 100 winning proposals. As a company president, as a senior business development executive, as a capture manager, as a Red Team contributor, he has led or been a supporting writer/rewriter/editor all of the different volumes that go into a proposal. In his most recent engagements, he supported contributing to writing and editing major sections of the technical volumes. In particular in his last assignment he had overall responsibility for writing the Transition section of the proposal. This included interviewing SMEs, supporting the building of the WBS, schedule, and risk tables along with all the narrative for the Section. Mr. Guilfoyle was recognized by the client as a superior contributor to the overall proposal effort.

Previously, Mr. Guilfoyle was president of Open Text Public Sector Solutions (OTPSS) where he ran a highly successful software services company. Preceding his tenure at OTPSS, Mr. Guilfoyle was an independent business development consultant, focused on supporting clients with new business capture, strategy and proposals in pursuit of large new opportunities with emphasis on the Department of Defense, Department of Homeland Security, State Department and the Intelligence Community. He has held several Senior Vice President, Business Development positions to include companies such as Lockheed Martin, TRW/NG, CSC, SAIC, Veridian (GD), and Compaq Federal. Mr. Guilfoyle's track record is impressive with nearly 100 wins to his credit, many of which are worth several hundred million dollars, with an aggregate total of over \$6.5 billion.

Mr. Guilfoyle is a retired Air Force Reserve officer having spent 24 years in both active and reserve duty as an Intelligence Officer. He has an active Top Secret clearance. Representative writing assignments where Mr. Guilfoyle was either a lead writer, editor, contributor include:

- Nuclear Regulatory Commission
- NMCI Recompete: NGEN-R
- NGA, CIA, NSA classified proposals
- DLA DACS Enterprise Information Management

- Air Force NETCENTS II NETOPS
- DISA DEIS and task orders
- DHS EAGLE
- TSA Contact Center contract
- USDA task orders

As a member of Suss Consulting, Mr. Guilfoyle is available to support short and long writing assignments to include management and technical volumes, and executive summaries.