

Teresa Smagacz, Access Diversity and Cost Reduction Expert, Joins Suss Consulting

JENKINTOWN, Pa., March 12, 2024 – 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 Teresa Smagacz, an expert in network access diversity and cost reduction.

“Teresa’s track record in designing innovative, survivable, low-cost last mile solutions will help our clients develop winning proposals for the next generation of federal networks,” said company president Warren Suss. She will join Bob Monsheimer, Suss Consulting’s other last mile access solution development and pricing strategy expert.

Ms. Smagacz has over 33 years of experience with Verizon Federal in the design of access network diversity and the reduction of third-party vendor costs. She developed last-mile access solutions contributing to wins on large programs including Networx, EIS, FTS2001, DTSP, DISN, NAVAF, FAA FENS, FAA LINC, DREN, RESCUE 21, and GETS.

She played a key role in securing a \$2.4B contract for critical federal world-wide network infrastructure. She developed the last mile access design and costing models for 4,400+ sites encompassing 7,500+ circuits.

She collaborated with network infrastructure planning engineers to fine tune third party vendor interconnect points by terminating wavelengths at strategic network points of presence. This decreased the need for backhaul and allowed for a significant reduction in bid prices. She added federal nodes onto third party vendor access rings to generate scale efficiencies and increase survivability at no additional cost to the customer.

Ms. Smagacz was the principal technical lead for a tiger team that designed High Bandwidth (HB) circuits to meet customer needs, grow revenue, and increase profits through over \$40 Million in annual cost savings. As a result of this and related efforts, she was assigned as Lead Local Access Architect and evaluator for multiple access optimization initiatives.

Contact: Sarah Salko, 215-884-5900, sarah.salko@sussconsulting.com

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.