

JAMES H. GUILFOYLE

Profile

Mr. Guilfoyle is a Lead Proposal Manager with Suss Consulting with over 35 years of experience in writing, editing, and reviewing proposals focused on Network and Information Technology services, products and solutions.

Relevant Experience

Mr. Guilfoyle is an accomplished writer, reviewer, reviser and editor of government proposals. In over 30 years of supporting government-focused network and IT 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, technical and management volumes, and executive commitment letters. He has been involved in leading and/or supporting well over 100 winning proposals. As a former company president, senior business development executive, and capture manager, he is able to serve as a proposal writer/editor with a strategic and tactical understanding of how to create a winning proposal.

Representative Writing Assignments where Mr. Guilfoyle was either a lead writer, editor, contributor include

- 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

Most recently he supported the recompete of a \$5B opportunity as a proposal writer contributing to writing and editing major sections of the technical volume and was recognized by the client as superior contributor to the overall proposal effort.

Previously as President of Open Text Public Sector Solutions (OTPSS), 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 with companies including Lockheed Martin, TRW, CSC, SAIC, Veridian (GD), and Compaq Federal. Mr. Guilfoyle's track record includes nearly 100 wins to his credit, many of which are worth several hundred million dollars, with an aggregate total of over \$6.5 billion.

Education

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.