

SUSS CONSULTING NEWS

FOR IMMEDIATE RELEASE

Arthur Billingsley, DoD Software and Computer/Network Market Expert, Joins Suss Consulting

JENKINTOWN, PA., June 10, 2020 – Suss Consulting, a leading provider of federal opportunity capture, proposal, price-to-win, market research and strategic planning services, today announced the addition of Arthur Billingsley as an Executive Consultant. Mr. Billingsley supported, led and managed DoD business opportunities across the portfolio of Oracle products and solutions for North American Public Sector for seven years immediately before joining Suss Consulting.

“Art Billingsley is widely respected for his success on DoD software, network, cyber, cloud, and HR system opportunities” said Warren Suss, President of Suss Consulting.

Leveraging his 40 years of experience in military and corporate leadership roles, Mr. Billingsley has successfully planned and led customer presentations, provided sales support, developed IT and cyber solutions and delivered services for DoD clients and customers including the Navy (SPAWAR/NAVMAR, NAVSEA, NAVAIR, ONR/NRL), Army, Air Force, Coast Guard, DISA, DLA, G-6, N6/2, ESC Hanscom, SOCOM, STRATCOM, SOUTHCOM, NUWC, Marine Corp SYSCOM, and MSC-N6.

Mr. Billingsley most recently managed and supported US defense enterprise-wide information technology engagements and initiatives for Oracle North American Public Sector where he analyzed requirements, workflows and legacy processes to develop full-stack integrated back office solutions for clients across DoD and in US Federal markets.

He has provided leadership and support on many capture/proposal teams targeting both small and large programs including NGEN, JEDI, GCSS-MC, Mil-Cloud, DCC, MPTE, JSF, CANES and NMMES. Mr. Billingsley has deep experience in strategy development, sales/marketing planning, risk analysis and mitigation, solution development, gap analysis, capture strategy, positioning, customer relationship management, market/industry analysis, white paper development, identification of key success factors and the development of successful implementation plans. He has demonstrated leadership and success in the tactical alignment of programs and resources to better meet strategic organizational objectives.

Prior to joining Oracle, Mr. Billingsley held leadership positions at Booz Allen Hamilton (BAH), Blue Collar Objects (BCO), COGNOSCERE LLC, Computer Sciences Corporation (CSC), and Lockheed Martin (LM). He has also taught and lectured Computer Science and Electrical Engineering courses at several universities and community colleges for much of his career.

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About Suss Consulting Inc.

Suss Consulting provides services to both industry contractors and the federal government. 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 <https://www.susconsulting.com>.

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