

## WILLIAM M. REAP

### Profile

William Reap is the lead proposal manager with Suss Consulting where he has over 30 years of experience preparing proposals for large scale systems integration, data and communications systems, cloud computing, cybersecurity solutions, defense systems hardware and software, voice and data networks, shock and vibration engineering and modelling, satellite communications, environmental engineering, combat systems engineering, large scale combat simulation systems and exercises, advanced modeling and testing, reliability and safety engineering, avionics, acoustics, air traffic control systems, electro-optics, highly secure network architecture, transitioning large complex applications and networks to private cloud environments, and information technologies.

### Relevant Experience

Prior to joining Suss Consulting, Mr. Reap spent fifteen years as a leading independent consultant in the development and management of major proposals for systems, hardware, software, and services for the U.S. Navy and other federal sector and commercial clients, foreign governments, and NATO. Mr. Reap has performed and supported all aspects of the proposal development process including: proposal management; win strategies and capture management; cost strategies, tactics and pricing; proposal structure and content; proposal writing and editing; preparation of clients for oral presentations; and serving on proposal review teams. Mr. Reap prepared over 100 proposals with a success rate of over 90%. These proposals have resulted in contract awards of multiple billions in new business.

Following Suss' support to the capture and proposal effort, Mr. Reap assisted a large corporation with limited experience as a large scale service provider and government prime contractor in developing the management and operational plans needed to successfully undertake operations as an awardee on the Joint Warfighting Cloud Capability contract. This including leading the effort for preparation of the initial set of CDRLs for key management documents including the PMP and its component elements. Mr. Reap has prepared successful proposals for the Departments of the Navy, Marine Corps, Army and Air Force, the Defense Information Systems Agency and the Joint Services Provider, U. S. Coast Guard, the Executive Office of the President, the Departments of Health and Human Services, Treasury, Energy, and Justice, the Federal Aviation Administration, the U. S. Forest Service, NATO, and the governments of Canada, Japan, and Singapore. His winning proposals have included cloud computing, and intelligence, defense, and civil agency advanced systems and communications networks. Mr. Reap has also provided consulting services in business development planning, marketing strategies, and in the design and development of corporate marketing materials.

Mr. Reap previously founded and managed a successful firm providing naval architecture and combat systems engineering support to the modularity programs of the U.S. Navy and NATO and served in a variety of management, technical and business development positions with engineering firms supporting the Department of Defense.

### Education

BA, English and Philosophy, Boston College



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