

MARK E. DILLON

Profile

Mark Dillon is a proposal writer with 30+ years' broad experience spanning the entire Federal opportunity lifecycle. His specific knowledge includes deep understanding of complex C5ISR and Air Traffic Control systems, integration and sustainment of IT/telecommunications systems, BASOPS facility O&M, first response E911 and emergency medicine, and ADA support. His success serving clients' winning efforts focuses upon technical solutions, technical volume compliance and content, WBS/BoE preparation, Red Team preparation and recovery, and pre-award negotiation support.

Relevant Experience

Prior to joining Suss Consulting, Mark served as a Capture Manager, Project Manager, Solution Architect and Proposal Manager for SAIC, Hewlett Packard Enterprise Systems, as well as managing proposal content development and estimating teams for STG, Vectrus (now V2X), and Serco. In addition to his Federal experience, he won an international government award from the United Kingdom, plus multiple State and Local authority awards. Over the course of his career, he has experience which includes a decade serving as a Government technical officer, which benefits his clients through superior customer understanding of the issues they need solved through their RFPs. In 2019-2021 the proposal writing team he managed delivered \$1 Billion per year in awards (accomplishing 40-70% PWIN). As an independent consultant in 2022, he supported client awards of over \$4 Billion for US Navy CANES, plus the first win of a full-and-open bid for a graduating Small Business worth \$69 Million (with options worth an additional 100%).

Mark has performed and supported all aspects of the proposal development process:

- Blue Team proposal win strategy,
- technical/management solution development
- compliance/scoring outlining
- developing technical/management/transition content and graphics
- developing MS Project schedules with task dependencies
- Red Team review, compliance validation, and content recovery
- supporting negotiations, EN exchanges.

Mark's deep customer knowledge and understanding include these agencies where he's supported major wins: DoD – Army (GTACS II), Navy (CANES, SEA21, PMS400), Air Force/Space Force (GEODSS, SpaceFence); Civil – CMS (eligibility processing), UK NATS (New Scottish Centre), DC (DC Net, E911 recording).

Education

BS, United States Military Academy, West Point, NY

MS, George Washington University, Washington, DC

Certification

Project Management Professional (PMP), 2008-2021

IT Service Management, ITIL v3 Expert; Intermediate Level Instructor; ITIL v4 Managing Professional



Noble Plaza, Suite 313, 801 Old York Road, Jenkintown, PA 19046 • 215.884.5900 • 888.984.5900
info@sussconsulting.com • Washington, D.C. 301.587.5353 • www.sussconsulting.com