

WILLIAM M. REAP

Profile

William Reap is a proposal manager with Suss Consulting where he has over 30 years of experience preparing proposals for data and communications systems, defense systems hardware and software, air traffic control systems, system integration, shock and vibration engineering, environmental engineering, advanced modeling and testing, reliability and safety engineering, avionics, acoustics, electro-optics, highly secure network architecture, 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 throughout the federal sector as well as for 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 60 proposals since 1985 with a success rate of over 90%. These proposals have resulted in contract awards of over \$2 billion in new business.

Most recently Mr. Reap developed the testing approach on a large VoIP implementation proposal. Mr. Reap has prepared successful proposals for the Federal Aviation Administration, the Departments of the Navy, Marine Corps, Army and Air Force, U. S. Coast Guard, the Executive Office of the President, the Departments of Health and Human Services, Treasury, Energy, and Justice, the U. S. Forest Service, NATO, and the governments of Canada, Japan, and Singapore. His winning proposals have included intelligence, defense, and civil agency 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 marketing positions with engineering firms supporting the Department of Defense.

Education

BA, English and Philosophy, Boston College, 1971