

## FOR IMMEDIATE RELEASE

### Last Mile Access & Pricing Expert, Bob Monsheimer, Joins Suss Consulting

JENKINTOWN, Pa., September 7, 2022 – Suss Consulting, a leading provider of federal IT opportunity capture, proposal support, price-to-win analysis, strategic planning, and market research services, today announced the appointment of Bob Monsheimer, an expert in last mile access and pricing solutions, as a Lead Consultant.

“You can’t win federal network deals without innovative, aggressive last mile pricing, and Bob Monsheimer is the best access solution expert in the business,” said company president Warren Suss.

Prior to joining Suss Consulting, Mr. Monsheimer was the leading last mile access solution development and pricing strategy expert for Verizon Federal for 18 years. He provided cost saving last mile solutions for sites at a wide variety of federal agencies including DOD, DHS, Interior, HHS, Department of Labor, and Indian Health Service.

Mr. Monsheimer designed, engineered and negotiated last mile access for the Verizon Networkx and EIS master contracts. He created a program that streamlined the process for obtaining quotes from carriers for difficult areas and worked closely with Verizon’s partners to expand their networks with last mile connectivity. Mr. Monsheimer also identified and negotiated partnerships with small and socio-economically disadvantaged providers to achieve cost-effective solutions while meeting the government’s socio-economic program requirements.

Mr. Monsheimer is widely known in the industry through his work developing access solutions with rural carriers to design unique solutions for remote areas with challenging conditions. He develops innovative last mile connectivity when others say that no solutions are possible.

Before joining Verizon Federal, Mr. Monsheimer developed last mile network access solutions for companies including Winstar, Citynet, and Comsat.

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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 growth strategy services. For more information, visit Suss Consulting at <https://www.sussconsulting.com>