

DR. PAUL LILLY

Profile

Dr. Paul Lilly is a senior capture, strategy, and business development leader with Suss Consulting. He has 20 years of experience in capture management, proposal management, and proposal writing, more than 30 years in government and corporate roles, and a detailed understanding of Federal Government contracting, including contract challenges from the Government side. He has delivered more than \$45 billion in wins and new business captures in proposal and capture management roles, including major single-award and multiple-award vehicles spanning the Department of War (formerly the Department of Defense), the Department of Homeland Security, the Department of State, and international engagements, with particular depth in defense information technology and operational technology (IT/OT), C4ISR, cyber, post-quantum encryption, and logistics programs.

Relevant Experience

Over the past four years, Dr. Lilly has supported information technology and operational technology (IT/OT) and post-quantum encryption efforts with Army Futures Command and the Department of Defense at the Pentagon, and he speaks annually at AFCEA TechNet Augusta, the U.S. Army Cyber Center of Excellence's flagship cyber conference, as an IT/OT and post-quantum encryption expert. Since 2017, he has served as a Principal Consultant in proposal, business, and scientific roles, supporting strategic planning for long-range plans and providing SME support in graphene, superconductive technologies, CBRNE, and cyber/HPC. He is an expert in advanced materials, quantum security technology, IT/OT, and is a named inventor on two U.S. patents in advanced materials.

Dr. Lilly's recent capture record includes supporting the \$10.8 billion SOFSA (SOF GLSS II) pursuit as Proposal Manager and lead technical SME (2025-2026) and the FCC's \$230 million Broadband Serviceable Location Fabric (BSLF) win as Proposal Manager (2026). He provided capture and Book Boss support on the \$1.8 billion USAF CAF DMO win (2023-2024), capture, SME, and Basis of Estimate support on the \$1.4 billion USAF MAF DMO win (2022), and capture and SME support on the \$320 million HHS ASPR win (2022), and he was Capture Manager on the \$180 million Army J6 OT/IT win.

Between 2015 and 2018, he was Capture Manager and SME on the \$1.6 billion ADF Future Submarine Program win (2018) and Capture Manager on wins including the \$120 million GCSS-AF (2017-2018), the \$80 million Air Operations Center AF3-IT (2016-2017), and the \$160 million DHS IT Services SETA (2015-2016). He served as Capture Director on the \$8 billion SOFSA CLS/GLSS win and as one of several Capture Directors brought in to guide the solution and overall bid concepts on Lockheed Martin's 2015 win of the Special Operations Forces Global Logistics Support Services (SOF GLSS) bid. Earlier Lockheed Martin-era capture wins include the \$1.8 billion classified CISS program as Capture Manager (2012-2013), a \$1.2 billion classified NSA program as Capture Manager and Technical Director (2014), a classified U.S. Secret Service program as Proposal and Capture Manager (2014), and the \$860 million Joint DoD JP2110 program with Australia as U.S. Capture Manager and Proposal Manager (2012-2015). He is experienced in managing FEDSIM, FEDCIV, State Department, and other large, complex, single- and multiple-award proposals and vehicles, and his domain experience spans logistics, supply chain, cybersecurity, information technology, defense, training, space technology, and counter-terrorism mission areas. He has held the highest-level federal security clearances issued by multiple agencies.

Prior to his consulting practice, Dr. Lilly served as Vice President of Business Development, Capture, and Strategy at Engility Corporation, coordinating business development, capture, and strategy across federal, civil, and international opportunities, where he built the FEDSIM and international areas of the business and managed a \$2.6 billion profit and



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loss. Before Engility, he spent 14 years with Lockheed Martin as Director and Global Capture Executive, managing a \$4.8 billion profit and loss account across four regions: the Middle East; Australia and New Zealand; Europe and the United Kingdom; and Asia, including Korea, Japan, and India. His Lockheed Martin portfolio included capture management, business development, program management, new technology development, and solution leadership for customers including special operations forces and the U.S. Navy; he oversaw nine cyber laboratories and served as Safety and Emergency Director for Lockheed Martin in Antarctica (2012-2013), supporting the United States Antarctic Program, and was awarded the Antarctic Service Medal in 2013.

Education

Doctor of Management (DM), Executive Management & Global Leadership, Colorado Technical University

Master of Business Administration (MBA), Finance and Marketing, Colorado Technical University

Bachelor of Science, Information and Security Assurance (Engineering/IT focus), minor in Program Management,

Magna Cum Laude, Colorado Technical University

Certifications

Lean/Six Sigma Green Belt and Black Belt

Capturing New Business Institute; Doing Business Overseas Institute



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