

# ALEX FILOTEANU

## Profile

Mr. Filoteanu has been a Project Manager for over 20 years with Suss Consulting. In this capacity, he has worked on numerous projects covering market analysis, strategic and marketing planning, proposal support, pricing analysis, investment review processes, and project planning and management.

## Relevant Experience

Using primary and secondary sources of information, Mr. Filoteanu has helped the Suss Consulting team identify and assess important trends in the federal telecommunications marketplace. He has conducted market segmentation and sizing studies for both government and commercial clients on a variety of telecommunications and information technology services.

Mr. Filoteanu has also conducted competitive assessments of numerous federal systems integrators and telecommunications services providers as part of larger projects involving market analysis and opportunity capture. He has also aided Suss Consulting associates in their proposal support projects with market, pricing, and regulatory analysis and has provided pricing analysis support as part of ongoing contract negotiations. Using federal directives and guidance documents, as well as legislative acts as a guide, Mr. Filoteanu has developed a series of investment review processes for a federal R&D agency that will provide enhanced monitoring of IT investments within the agency and will enable the agency to comply with federal and congressional reporting requirements.

As a project manager on several projects, Mr. Filoteanu has developed task, resource, and cost proposals for submission to clients and has managed project activities within the parameters agreed upon by the client. He has prepared numerous presentations of project deliverables including research reports, strategic analyses, competitive profiles, and market sizing and segmentation analyses, investment review processes and has aided in presenting the findings to the client. Prior to joining Suss Consulting, Mr. Filoteanu served for four years in the United States Marine Corps as a machine gunner and administrator.

## Education

Villanova University, BA, History Phi Beta Kappa