

PETE ALPAUGH

Profile

Mr. Alpaugh has 30 years of experience supporting federal business development efforts, with a primary focus on proposal development, coordination, and content integration for communications and IT services procurements. He supports the full proposal lifecycle, including requirements analysis, response structuring, content development, price volume support, and final submission, working closely with client engineers, technical subject matter experts, and program teams to develop compliant and competitive proposals.

Project Highlights

Mr. Alpaugh supports proposal development through analysis of solicitations; proposal planning and response structuring; development of outlines, compliance matrices, structured templates, and requirements traceability matrices; coordination with engineers and subject matter experts; and drafting and editing of technical and management content. He also supports color team reviews, integration of review comments, document production, and final submission, ensuring complete and compliant proposal packages.

He works directly with client engineers and technical leads to translate solution concepts into clear, responsive proposal content. He supports the development of technical approaches, management plans, and supporting materials, and helps ensure alignment across technical, management, and price volumes so that responses remain consistent with solicitation requirements.

Mr. Alpaugh has supported proposal efforts across multi-billion-dollar programs and government-wide acquisition contracts. He has worked with both prime contractors and subcontractor teams to coordinate inputs and deliver proposals for agencies including DoD, DISA, DHS, DOJ, VA, SSA, and GSA, contributing to multi-billion-dollar contract awards across federal agencies.

His experience includes proposals involving enterprise communications services, network engineering, cloud and managed services, supporting proposal planning, content development, and integration across technical and management volumes. He also supports proposal coordination and review activities, helping teams organize deliverables and meet submission timelines for complex federal procurements, while improving the clarity, organization, and overall quality of proposal responses to ensure compliance and responsiveness to evaluation requirements.

Education

MBA, Finance, Temple University
BS, Industrial and Systems Engineering, Virginia Tech



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