CHARLES E. BOBBISH

EXPERTISE

- Professional manager/proposal development expert with background as successful manager, marketer and software engineer.
- Specializes in past performance, best value analysis/basis of estimate, proposal strategy development, and review team participation. Key contributor to more than 300 proposals.

QUALIFICATIONS

- Built a proposal development company to $6 million annual revenue; achieving 70 percent proposal win rate, resulting in $20 billion in contracts for 22 clients, including a $6 billion information technology company. The company has supported more than 1200 capture/proposal efforts.
- Integrated major health care information system into clinical local area network.
- Planned consolidation of several military intelligence capabilities into one software product, and implemented product at 100 sites worldwide.
- Grew 2 person family owned information technology services business to a base of $10 million per year.
- Revitalized enterprise-wide network-based information system for $3 billion Air Force acquisition organization; restructured IT organization to be more responsive to the users sophisticated information needs.

RELEVANT EXPERIENCE
President, Qualserv, Inc., Burlington, MA.
- Developed win strategies for large new business opportunities; directed and wrote proposals for government and commercial contracts, with 70 percent win rate. Clients include two companies with $1+ billion annual sales. Typical proposal involve some form of engineering or information technology service to design, develop, implement operate and maintain large-scale enterprise-wide information systems. Analyzed management challenges involving startup, revenue/profitability, and organizational issues related to new contracts.

Self-employed
- Developed proposals for clients bidding to win large information systems and Information Technology services contracts.

Senior Vice President, Mosaic Data Systems, Inc., Bedford, MA.
- Conducted security certification evaluation, and monitored security aspects of the local area network.

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- Provided systems engineering and management support, responsible for planning the consolidation and implementation of several similar military intelligence software capabilities into one software capability to support 100+ user sites worldwide.
- Managed people, schedules, and resources resulting in all work being done on-time and within budget with high levels of client satisfaction. Also responsible for marketing, business development and developing winning proposals. Evaluated employee benefits program, resulting in more competitive posturing in tight labor market.

Director of Business Development. Sumaria Systems, Inc., Wakefield, MA.
- Led strategic planning and marketing activities, resulting in award of contracts totaling $47 million.
- Evolved company from two person, family owned business to $10 million per year information technology services company, via combination of sole-source and competitively acquired contracts. Helped establish company vision, set business direction and establish company priorities.

Computer Engineering Associates, Inc., Canton, MA.
- Led team implementing prototype expert system to write government requests for proposals. Requested by Hanscom AFB Commander to revitalize information technology support organization, which had ceased to meet operational needs of 3000 person organization.

U.S. Government, Hanscom AFB, MA. Electronic Systems Center (ESC)
- Corporate Planner, Program manager of the Commander's Information System, and all ESC office automation software prototyping/development, and information systems implementation activities.
- Also assigned to the NORAD Cheyenne Mountain Improvement Program, as Chief of Systems Test branch for the program, leading a team which wrote the System Test Plan for Cheyenne Mountain. This was a very complex system involving advanced technologies across the spectrum and integration of many diverse networks and heterogenous hosts.

U.S. Air Force, NORAD Cheyenne Mountain Improvement Program
- As an officer and software engineer: analyzed the satellite population, performed workload analysis of the Space Computational Center (SCC), developed engineering and cost estimates of the SCC (over 1,000,000 lines of source code), served as on-site technical representative for development of the NORAD Computer System software.

EDUCATION/CLEARANCE

- Bachelor of Science, Computer Science, USAF Academy.
- **Clearance: Top Secret**

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