

# RESUME OF JAMES J. ALLEN, JR

HERNDON, VA

BUSINESS DEVELOPMENT • CAPTURE MANAGEMENT • SOLUTION ARCHITECT • PROGRAM MANAGEMENT

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## SUMMARY OF EXPERIENCE

Mr. Allen is a skilled executive with over four decades of experience who has led matrixed teams dedicated to identifying, pursuing, and delivering comprehensive solutions within the Intelligence Community, the Department of Defense, Civilian Agencies, and commercial clients. He applies a disciplined capture approach to all new and expanded business opportunities, along with project management, P&L leadership, and solution architecture expertise to design solutions for complex problems.

During his tenure spanning over two decades at Science Applications International Corporation (SAIC), Allen was repeatedly promoted to positions with increasing leadership and held VP roles as a System Engineer, Division Manager, Senior Capture Executive and Chief Engineer before joining the TASC team in support of several critical procurements.

Mr. Allen approaches client needs from a systemic point of view utilizing his background as a system engineer, program manager and functional manager in developing purpose driven solution sets to complex problems. This results in successful and cost-effective solutions for his customers.

CAPTURE & PROPOSAL MANAGEMENT EXPERTISE	
Black Hat / Competitive Strategies	Red Team Chair/Expert Reviewer
Blue/Pink/Red/Gold/Green Team Facilitation	RFP Requirements Driven Outlines
Competitive SWOT Analysis	Small Business Subcontracting Plans
Compliance Requirements/Matrix	Teaming Partner Formation & Integration
Past Performance/Resume Development	Technical Solution Design
Pipeline Development & Management	Volume Management
Proposal Schedules & Work Plans	Win Strategy/Themes Development
Proposal Strategy Design & Development	Value Proposition Development
Oral Proposal Preparation and Coaching	Quantitative Basis of Estimate Development (BOE)
Price to Win	

**Table 1. Capture & Proposal Management Expertise. Mr. Allen's depth and diversity of experience provides value-add within and across all stages of the business development life cycle.**

TECHNICAL & FUNCTIONAL EXPERTISE	
Knowledge Management	Hardware Design and Customization
Document Management	Program/Project Management Office
Learning Management Systems (LMS)	Team Development
Geographic Information Systems (GIS)	Logistics Management
IT Systems Development	LAN/WAN (Design and Deployment)
Software Development	C4ISR
Earned Value Management	CMMI level 3
Project scheduling and resource loading	Requirements Analysis and Decomposition

**Table 2. Technical & Functional Expertise. With a wide range of expertise, Mr. Allen brings the requisite knowledge and hands-on experience necessary for successful capture and proposal efforts.**

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## PROFESSIONAL WORK HISTORY

### 2014 – Present Response Resource – Capture and Proposal Consultant

- Facilitate development of revenue in multiple market areas for Belcan, Battelle, LMI, L3, Oceans, Ltd (Canadian consortium of ninety companies) and Engility.
- Conduct business development classes for mixed groups comprised of ten to fifteen companies in each group as well as dedicated courses for LMI, L3, Raytheon, DAU, and BAE.

### 2013 – 2014 TASC, Inc.

#### Senior Capture Manager

- Supported business growth in the Intelligence Community and to develop comprehensive solutions for evolving customer requirements.
- Served as capture manager in the successful pursuit of three major programs at TASC:
- CASES II – Provides Systems Integration, Systems Engineering & Technical Assistance, and Contract Advisory & Assistance Services to all areas of the Office of the Director of National Intelligence (ODNI).
- Application Operations Service Providers – an innovative program at NGA that support the integration of multiple commercial GIS based applications with NGA restricted data sets.
- Checkmate – restricted access program taken away from a ten-year incumbent using quantitative basis of estimates that allowed TASC to bid a compliant response at a greatly reduced cost to the classified customer.

### 1982 – 2013 SAIC

#### Vice President Capture Operations, Mission Integration Business Unit

- Recruited to create and implement a standardized capture management infrastructure that increased and automated efficiencies.
- Efforts enabled the unit to
  - Reverse missing annual goals short comes
  - Exceed all goals
  - Grow revenues by 40%
- Developed a comprehensive approach for developing proposals that resulted in offerings that were not only compliant with RFP/RFQ requirements and Federal Acquisition regulations but resulted in cost effective management and technical solutions for the governments most challenging issues.
- Led the Capture on the Open-Source Map Center
  - SAIC was able to unseat a 24-year incumbent providing comprehensive geospatial support to multiple government initiatives.

#### Vice President and Chief Engineer

- Managed a team of 350 developers and engineers in the development of a comprehensive prototype that evaluated alternative approaches for collecting and exploiting signals intelligence.
- Successfully trained and transitioned the team to concurrently achieve CMMI level 3 and Earned Value Management certifications in just 8 months.
- Led the creation of an innovative and flexible training development process for the Intelligence community that delivered intelligence training to over 40,000 students while reducing costs by 70%.
- Resulting Joint Intelligence Virtual University is implemented today as an enterprise best practice and was awarded the Intelligence Community's prestigious Meritorious Unit Citation. (FEDSIM contract)

#### Division Manager

- Developed customized training and rich-media environment solutions for global enterprises and the DOD Intelligence community.
- Managed business development, program execution, engineering, staffing, personnel management, and financial operations.
- Implemented a comprehensive distributed learning laboratory that allowed customers to evaluate alternative learning architectures and better understand alternatives before making a final procurement decision.

- Major programs captured and implemented include:
- IRS Learning Management Architecture,
- Joint Intelligence Virtual University, FEDSIM contract
- GoLearn- Office of Personnel Management,
- World Collaboration Environment for British Telecommunications,
- Professional Support Services for WorldCom,
- International Digital Communications Upgrade for British Petroleum,
- Telemedicine system for the UAE.

#### **Chief Systems Architect/Director**

- Developed a GIS product development approach that resulted in streamlined processing, reduced costs, and accurate estimation.
- Led the coordination of a broad range of geo-spatial, imagery, and remote sensing expertise of SAIC and its partners in building solution-based systems.
- Supported SAIC's efforts in pursuing, capturing, and performing on varied remote sensing and geospatial systems programs.
- Worked with SAIC's Melbourne, FL office in developing a parameter based estimating tool that was used to not only win a multi-award program with the National Geographic Survey office but allowed SAIC to be the only provider that was able to address the complex quad-map development for Alaska.

#### **Director of Advanced Systems**

- Developed the SAIC Open Systems Lab used to evaluate over 1,000 hardware and software products for suitability as components in integrated solutions.
- Major program activities included:
- Files Automation and Scanning Subsystem for the Defense Security Service
- Air Force Solar Electro-Optical Network
- Bureau of Land Management Automated Land Management System
- Design and introduction of 12 new products the SAIC's GSA Schedule 70.

### **1982 – 1988 Grumman Data Systems**

#### **Director of Air Force Programs**

- Directed corporate strategic planning and managed teams to include design efforts for several command-and-control programs.
- Programs included:
  - Command and Control Processing and Display System Replacement for the U.S. Space Command
  - Sensor Fusion for the Royal Thai Government
  - Deployable World-Wide Military Command and Control (WWMCC) Information System

### **1979 – 1982 Response Resource Inc**

#### **Founder and CEO**

- Conducted DARPA funded research work on the development and installation of operationally integrated computer-based support systems.
- Systems included:
- USMC Combat Readiness Evaluation System,
- DARPA Advanced Decision Analysis Program, and SAIC's Royal Saudi Naval Command and Control Program.

### **1975 - 1977 Decisions and Designs –**

#### **Program Manager**

- Developed multiple decision aides supporting multiple services under DARPA, USMC, and US Army sponsorship.

### **EDUCATION**

- BIE, Information and Control Systems, Georgia Institute of Technology
- Master of Science, Management of Information Technology, University of Virginia

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## FEDERAL AND INTERNATIONAL BIDS

Office of the Director of National Intelligence (ODNI) \$200M multiple award for Contract Advisory and Assistance, Systems Integration, Systems Engineering, and Technical Assistance and Support (CASES II). Managed capture effort including theme development and client buy-in, built 20-member team and incorporated value adds received from each teammate into value proposition statements. Capture Manager.

National Geospatial-Intelligence Agency (NGA) \$24M single award for Application Operations Service Providers Initiative. Managed capture effort, leading win theme development, and constructing a team of subcontractors that reinforced our deficiencies. Capture Manager.

CIA \$26M Lowest Cost Technically Acceptable (LCTA) contest. Developed a parametrically driven bases of estimate that defended a much smaller staffing level than the incumbent. Bases of Estimate author.

FBI \$20M for 50 person, Outsource Agent Screening. Incorporated native American teammate that allowed competitive pricing. Capture Manager.

State Department \$36M for Classified GIS Program (MAPS II). Orchestrated client visits to show unique skill set and incorporated those skills into the winning proposal, ousting a 24-year incumbent. Also completed sample task rather than just providing and estimate as required, thereby removing risk from the customer's point of view. Capture Manager.

CIA \$100M for outsourced administrative data center. Developed a fifty-page capabilities report including hardware, software, power and geographic considerations. Worked with the CIO to baseline requirements. Agency changed course and moved to outsourced cloud solution. Capture manager.

FCC \$48M for Universal Service Fund processing center. Developed both hardware and software architecture of distributed processing of USF fund distribution. Capture manager and architect.

NSA increase contract for \$212M to \$400M (disciplined changer order process) for TRAILBLAZER. Brought team up to CMMI Level 3 while achieving certification as an EVM compliant contract. Managed 30 control account managers and 350 engineers and software developers. Chief Engineer.

Joint Chiefs of Staff \$62M for the Joint Knowledge Development and Distribution Center (JKDDC). Developed a new approach to developing training material that linked the Joint Military Task List (JMTL) with knowledge objects found in approved doctrine. Resulted in 70% reduction in course development costs. Capture manager and architect.

US Army \$128M for Army Knowledge OnLine (AKO) redesign. Established teaming agreement with Lockheed Martin that included allowing SAIC to provide the chief engineer for the program. Worked for two years to better understand the Army's needs. Interviewed the CIO of the Army to identify his concerns about AKO. The results of that discussion resulted in identifying the critical deficiency of the current system, resulting in the winning proposal theme. Capture Manager and Chief Engineer.

Commonwealth of Massachusetts \$12M knowledge sharing environment for fifty states and community colleges. Developed an architecture that satisfied the needs of the commonwealth and the instructional staff of the member colleges. Capture Manager and System Architect.

IRS \$3M for IRS Learning Management Architecture. Modified the learning architecture for IRS that linked Tax Law with the instructional material used in training IRS personnel. Resulting in a reduction of training lag from seven years to less than one year for mandated changes in tax law. Capture Manager and System Architect.

DIA \$68M for Joint Intelligence Virtual University. Implemented a learning deliver system on SIPRNET that was used by 50,000 students in the first year. Competency records were maintained on JWICS providing a challenge. This program received the DNI meritorious unit citation for "Revitalizing and Reshaping the Work Force". Capture Manager and System Architect.

Defense Security Service \$24M FFP Files automation and Scanning system. Designed and managed the installation of the DSSW files system covering all civilian investigations from jacketed microfilm and paper to electronic media. Required

the design and build of SAIC labeled document workstations and servers that were placed on GSA schedule 70. Capture Manager and System Architect.