

# CHRISTOPHER J. D'ASCENZO D.BA

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**Summary** General Manager leading and growing information and electronics technology businesses for fortune 100 companies in the defense and national security industry. Proven P&L leadership in large systems integration and enterprise IT services delivery businesses. Led up to \$300M in annual revenue, accelerated cash monthly cash performance by 40% and expanded funded orders backlog to 60% of sales. Selected and developed key senior leaders and led organizations with over 1000 geographically distributed employees domestically and overseas. Transformed underperforming software and hardware systems development organizations while increasing profit and orders. Leadership ability gained through development assignments in strategic planning, program management, engineering and business development line and staff roles in the largest global defense businesses of Lockheed Martin and BAE Systems. Known for developing and executing strategy, building high performance teams, and a strong record of business development closing deals over \$100M.

- P&L Leadership
- Strategic Planning
- Closing on Results
- Organization Transformation
- Strategic Business Capture
- Innovation Leadership

## CAREER HIGHLIGHTS

- Developed strategy and team to win competitive Army C4ISR engineering IDIQ contract (\$7B ceiling)
- Turned around DoD IT services business into \$300M/year unit exceeding profit and cash targets
- Built innovative operations team expanding Defense portfolio revenue by \$60M/year over 12 months
- Used creative operations process placing 600 cleared staff globally in COCOM's on time in 90 days
- Led corporate campaign to win down select for \$4B DHS/DOJ nationwide tactical wireless network
- Managed \$130M statewide command systems program for PA State Police exceeding 9% profit goal
- Captured \$45M corporate "must win" NGA imagery dissemination development program

## PROFESSIONAL EXPERIENCE

### Ascendt Group, Founder, PA and VA

**Present**

Established Ascendt Group LLC program management and business development advisory group. Assisting small businesses, startups and non-profits in project management, business strategy and technical studies.

### BAE Systems Information Technology, Intelligence and Security McLean, VA

**2007-2013**

#### VICE PRESIDENT AND GENERAL MANAGER, BUSINESS UNIT

Joined the senior leadership team at BAE Systems IT to drive institutional change, program management discipline and to increase P&L performance. Drove organizational performance for enterprise IT, cyber security, program management software and systems engineering and professional services to DIA, Army, Air Force, Defense Logistics Agency, Defense Security Service, and NSA. Delivered up to \$300M in revenue and leadership of 1100+ technical employees worldwide. Executed a corporate campaign to successfully enter the Army C4ISR engineering services market with IDIQ \$7B ceiling contract.

- Achieved profit-to-cash ratio to over 1.0, and cash conversion to less than 50 days.
- Improved competitive win rate from 50% to over 60%.
- Restructured staff, developed new leaders, re-tooled business to ensure financial objectives.
- Improved net profit margin over 50 basis points, rose customer satisfaction scores by 50 basis points.
- Achieved innovations in service delivery to win the \$6.6B Defense Intelligence Agency's SITE O&M. (IDIQ) contract and Next-Gen Desktop program. Garnered \$370M in orders in 2011.
- Increased top-line revenue more than 30% in 2010 and 2011 against 12% goal.

- Stabilized cost and schedule performance holding overruns to 15% for an ACAT 1 NSA program.
- Increased business unit productivity by 6% and improved customer satisfaction scores by 12%

**Lockheed Martin Information Systems & Global Solutions, PA, MD, VA 1995-2006**

**SENIOR PROGRAM DIRECTOR: MULTIPLE BUSINESS DEVELOPMENT ASSIGNMENTS**

Directed large-scale C4ISR systems advanced programs. Achieved program financials by successfully identifying, capturing and managing development programs in defense, intelligence and homeland markets.

- Developed 30 person cross-corporate program team for capture of the \$4B DOJ and DHS nation-wide Integrated Wireless tactical voice and data Network (IWN) opportunity winning phases 1 and 2.
- Formed and directed a sector-wide advanced programs group to deliver solutions for intelligence collection, Army C2, Air Force and civilian police data systems. Win rate increased 5% points.
- Expanded DOD programs portfolio to achieve a corporate “must-win” NGA \$45M image data Dissemination Systems Program and exceeded financial objectives of 9% profit in execution.
- Exceed orders by 10% as P&L Director for annual \$30M portfolio image and signals intelligence development programs for DOD Air Force, Army, classified agency, NSA, and commercial clients.
- Changed leadership and restored \$32M NSA’s cryptographic ACT-1 software development program
- Improved engineering delivery schedule by 15% for STRICOM DOD tank and airborne simulators, and 10% cost savings for a troubled classified national intelligence ground system program.
- Mentored junior staff to solve emergency telecommunications problem and was awarded a US patent

**Lockheed Martin (GE Aerospace), Space Division & Systems Integration Department, 1980-1994  
ENGINEERING STAFF**

Developed electronic and communications subsystems for defense satellite and weapons programs acquisition. Provided systems integration and solutions to intelligence systems. Led functional engineering units. Recognized as leader early in career and advanced in rotational cross-business assignments.

- Technical Director NSA, Army, Air Force and NGA development programs
- Project Manager, Ballistic Missile Office, Intelligence Community special programs
- R&D Manager , signal processing, SIGINT, data mining, mobile IT
- Systems Engineer, National overhead programs, mapping programs

**EDUCATION**

Doctor of Business Administration, University of Phoenix, AZ  
MBA, Villanova University, Villanova, PA  
MS and BS, Electrical Engineering, Drexel University, Philadelphia, PA

**EXECUTIVE DEVELOPMENT**

Gateway Senior Executive Development Program, University of Penn Wharton & Oxford University  
Executive Leadership Course, General Electric Co Executive Institute, Crotonville, NY  
University of New Hampshire, Whittemore School of Business and Finance

**PROFESSIONAL CERTIFICATIONS**

Program Management Professional (PgMP),	Project Management Institute
ITIL V3 Foundations, IT Service Management,	Office of Government Commerce
CF APMP,	Association of Proposal Management Professionals

**COMMUNITY INVOLVEMENT**

TechAmerica Foundation	Defense Committee Co-Chair
AFCEA International	STEM committee
Drexel University Alumni Board of Governors	Elected Board Member
Defense Acquisition University Alumni Association	Active
Mid Atlantic Angel Fund I	Limited Partner: regional startup investor group
Maryland FIRST STEM Education Foundation	Executive Advisory Board Member
Army NETCOM Military Auxiliary Radio System	Appointed PA State Staff Director

