

**Christopher J.  
D'Ascenzo  
General Manager**

Dr Chris D'Ascenzo has over 30 years of business and leadership experience in the defense, intelligence and national security industry. He has succeeded in business critical assignments capturing significant new business and in operations assignments with leadership roles in systems engineering, program management, problem program turnarounds, strategy and P&L leadership up to \$300M in revenue. He has led complex communications and weapons development programs, the delivery of engineering and analytical services as well as large scale enterprise IT and cyber security services. Chris has unique perspectives gained from managing culturally diverse businesses with intelligence community, defense, civilian government and commercial startup customers. He has a strong record of winning competitive business at the \$100M level. He started Ascendt Group and currently provides program and business capture management advisory services.

Chris 's career began in the defense industry at Lockheed Martin's acquired GE Aerospace as an electrical engineer later becoming a large systems integrator, developer and sustainer of communications, intelligence and security systems. Chris built upon a strong technical foundation by pursuing cross-functional line and staff leadership roles in strategy, business development, program and P&L management at Lockheed Martin and BAE Systems in product as well as services businesses. He used his critical thinking acumen to develop division strategic plans during large mergers as well as solving local operations problems with laser focus on customer value. Chris selects and develops key people for the needs of the business recognizing the critical challenge of matching talent with mission and mentors with talent. He is proficient in value proposition practices and uses a unique value-model for leading business capture and P&L teams. He has selected and led tiger teams to recover troubled programs in complex businesses with over 6000 employees. He is recognized for focusing on financial results, strategic perspective and strong customer and employee collaboration skills in complex organizations.

Chris believes in lifelong learning and received his bachelors and masters in Electrical Engineering from Drexel University, his MBA at Villanova and obtained the Doctorate in Business Administration in 2008. He completed BAE Systems' Gateway to Global Leadership executive program at Wharton and Oxford. His research interest is the leadership of engineering entrepreneurship and innovation. He is a founding member of an angel investment fund with a \$5M portfolio of early stage start-ups, holds a patent in 911 emergency information technology and has program management, proposal management and information technology professional certifications. Chris is a regular panelist at University of Pennsylvania's Engineering Entrepreneurship course and presents acquisition seminars at Defense Acquisition University.

Chris has held committee assignments with AFCEA, ACT and Tech America. He is an elected board member of Drexel University's Alumni Association and has long term community service in youth STEM education, natural resource conservation, veterans support and public safety. He has held leadership roles on the Red Cross IT committee, Maryland First STEM Foundation, Malvern Prep School Alumni Board and is a state staff officer for the US Army Military Auxiliary Radio System. He is a member of AFCEA, AUSA, IEEE, Navy League, NDIA, Project Management Institute and Association of Proposal Management Professionals.