

# JOSEPH H. JONES

JHJ Solutions LLC  
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## Capture and Proposal Lead | Engineering Director | Program and Project Manager

Delivering useable mission-critical solutions and building business and organizational capabilities through the balanced application of experience, management, engineering discipline, and soft skills.

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### Signature Strengths

- Searches out **business development** opportunities and leads targeted pursuit, capture, and proposals that have resulted in over 40 competitive proposal wins whose combined value exceeds \$6B
  - Applies sound **management** and engaging **leadership** to programs, projects, capture and proposals
  - Gets **results** by coordinating business acquisition, technical work, management, corporate support, and costs
  - Selects, tailors, and executes disciplined methodologies, processes, and metrics to **solve problems** and **deliver** the requisite quantity and quality on time under cost control
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### Professional Experience

**JHJ Solutions LLC, Atlanta, GA**

Oct 2011 - Present

**Managing Partner:** Provides short-term, quick turn-around capture and proposal support and temporary or part-time program/project management for client needs in the defense, public, and private sectors. Recent efforts include:

- ✓ Solution architect and color team lead for data management, data quality and analysis support proposal
- ✓ Proposal strategist, solution architect, and IDIQ volume captain for emergency preparedness and response
- ✓ Proposal strategist and color team reviewer for IDIQ small business on-ramping
- ✓ Tech and management approach input for CDC legacy systems software support
- ✓ Solution architect, process consultant, and review/recovery author for scientific computing systems

**MicroHealth LLC, Vienna, VA**

Apr 2013 – Jun 2014

**Deputy Program Director (part-time):** Wrote SOPs for the corporate Process Improvement program. Authored a 4-article blog series on Business Process Re-engineering and Lean Project Management in prep for proposals.

- ✓ Supported capture and proposal efforts for CDC information management small business on-ramping, including facilitation of a “Black Hat Lite” exercise that efficiently assembled capture information from nine team member corporations while building proposal team working relationships
- ✓ Prime contractor program lead, CDC subject matter expert, management and corporate capabilities author, and overall reviewer for chronic disease technical assistance and management support IDIQ and task orders

**Northrop Grumman Information Systems, Atlanta, GA**

Mar 2005 – Sep 2011

**Deputy Program Manager:** Filled a key PMO role in a 150-170 person team providing the CDC Division of HIV/AIDS Prevention (DHAP) with study support, data acquisition and management, IT architecture, security, and software development and maintenance. Invoked business process quality improvements that helped to increase the Return on Sales from 5.6% to over 12% while raising the annual Customer Satisfaction rating by 15%. Led Informatics staff in the first division-wide portfolio inventory, first-ever annual operational assessments, and life cycle software development and support for 24 legacy surveillance, data management, and grants management products. Implemented cross-division strategy workgroups for SharePoint, grants management, and mobile systems.

- ✓ First-authored a Data Management and Integration white paper that addressed enterprise-wide governance
- ✓ Co-authored the re-write of the technical response to the CDC Information Management Services (CIMS) sample task after Red Team review, resulting in a \$3B IDIQ win
- ✓ Contributed capture, technical, management, and pricing leadership to 12 other competitive wins

**Northrop Grumman Information Systems/TRW, Fairfax, VA**

1998 - 2005

**Software Engineering Division Director:** Managed the software engineering team that transitioned a modified COTS laboratory medical device for the American Red Cross and developed ancillary products and supporting utilities. Led the development, maintenance, and 24/7 Tier III support for FDA-regulated donor management, component distribution, and lab information system product lines serving 50% of the Nation’s blood supply.

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**Y2K PMO Consultant:** Assisted system owners and project managers in reviewing and facilitating the assessment, remediation, test, and certification of an international telecommunications firm's order entry, financials, billing, intranet, network engineering and management, and custom applications.

### **CACI, Inc-Federal, Arlington, VA**

1993 - 1998

**Deputy Director:** Managed the Advanced Technology Center budget forecasts, resource allocation, proposal support, collaboration and demonstration infrastructure, IR&D, and strategic partnerships (Microsoft, Gartner, Faulkner, SEI, STC, etc). Participated in monthly C-level financial reviews and managed resource allocation to direct labor, IR&D, and B&P to successfully hit indirect rate and profitability targets 12 months running.

- ✓ Managed technical resources and infrastructure for multiple campaigns and proposals

**Engineering Director:** Led a 100% unit and integration re-test, defect correction, Y2K update, CMMI Level 3, and all verifications necessary for approval and deployment of the Joint Configuration Management Information System for ship and aircraft specifications and drawings.

### **SofTech, Inc., Monmouth, NJ, & Alexandria, VA**

1988 - 1993

**Program Manager:** Supervised all operational aspects of the New Jersey field office. Managed life-cycle software engineering/IV&V support of Intelligence/Electronic Warfare systems. Stabilized performance problems on the 30-person Defense Software Reuse Program and delivered a working software repository, reusable components, engineering support, and training.

- ✓ Co-authored the software reuse plan in the proposal for Integrated System Control (ISYSCON) development
- ✓ Drove teaming decisions, planned and managed weekly capture and proposal operations, and wrote the Management volume and Task Order Management Plan for the Corporate Information Management (CIM) System Engineering/Technical Assistance contract and five other competitive wins.

### **Joseph H. Jones, Professional Services, Monmouth, NJ**

1987

**Consultant:** Performed a business process analysis of a Defense Agency using my "Organizations of Excellence" methodology.

- ✓ Advised a major aerospace firm on the winning engineering management and Ada software proposal for a Joint Interoperability Evaluation System.
- ✓ Served on the Board of Advisors for a woman-owned small business
- ✓ Provided business development advice and marketing brochures for a small non-destructive test company.
- ✓ Marketed an 8(a) sole source contract for Fort Monmouth LAN support

### **BDM International, Inc., Fairfax, VA, & Monmouth, NJ**

1976 - 1986

**Staff Member:** Supported OJCS Command Post Exercise planning, data collection at the ANMCC/FORSCOM/LANTCOM HQs, and performance evaluation for designated C<sup>3</sup> systems. Completed studies and analyses, engineering design, and integration for a rapid reaction air-deployable command and control communications system; an early intelligence fusion test bed (BETA); survivability of NATO communications nodes; JTIDS spectrum management; and command and control communications for the ground-launched cruise missile.

- ✓ Key technical solution, management, and reviewer roles on 11 winning competitive proposals.

**Project Manager:** Managed analytical tasks and the preliminary design of secure ground and upload communications for the Global Positioning System (GPS) Operational Control Segment.

**Program Director:** Built a 2-site, 65-person, systems engineering and integration independent business unit and managed all aspects of business operations with over 300 project deliveries all meeting acceptance criteria.

- ✓ Headed up the winning technical proposal for US Army Tactical C<sup>3</sup> systems engineering and integration
- ✓ Co-authored the tech response, managed 500 resumes, and built the pricing input for the best-and-final offer leading to the flagship Joint Tactical C<sup>3</sup> Agency systems engineering and technical assistance contract

### **U.S. Army, White House Communications Agency, Washington, DC**

1972 - 1976

**Communications Security Advisor:** Analyzed, evaluated, and demonstrated the assimilation of new technologies and equipment, and tracked progress and reported status and plans for internal and external secure communications initiatives. Co-authored the OJCS-approved "Plan to Provide Communications for the President," with a visionary emphasis on the integration of new technologies for secure multi-media support of fixed sites and VIP travel.

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### ***Education and Training Highlights***

- B.S., Management Science (Engineering core/MBA-level electives), Case Western Reserve University
  - 5 courses on Capture and Proposal Management, Executive Summary, and Pricing-to-Win, Shipley University
  - 5-day Position-to-Win/Competitive Analysis Boot Camp, Northrop Grumman
  - Six Sigma Green Belt Team Lead, *Reducing Software Defects in Analysis and Design*, TRW, Inc.
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### ***Professional Affiliations***

- Association of Proposal Management Professionals (APMP)
- Armed Forces Communications-Electronics Association (AFCEA)
- Technology Association of Georgia (TAG)
- 1600 Communications Association