

William M. Parker
President, Parker Strategic, LLC

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Summary

Mr. Parker builds and executes transforming strategies for technology companies that deliver substantial value to ownership. His unique combination of skills and experience provide the market savvy of an industry-leading business development executive, the nuts and bolts operational background from over 25 years of growing business while rising through the operational ranks to the top tier of management, and the value-driven financial acumen to improve efficiency and performance.

2015 – Present: President, Parker Strategic, LLC

- Proven strategic value creation experience through the development and implementation of comprehensive value strategies for 10 technology companies is applied to develop transforming strategies for ownership in the middle market.
- Over 20 years' experience in top management of technology firms brings proven approaches and methods for value creation.
- With perspective from playing a key role in over 15 company acquisitions, defines strategic actions to position for best exit value and provides strategic due diligence and integration support.
- Having served a principal role as President/COO in the sale/merger of three companies, provides proven approaches to position for and communicate value at exit.
- Applies business development insights that have successfully won over \$2B in new business to develop and implement winning strategies for transformative opportunities.

2010 – 2015: Chief Operating Officer, Salient Federal Solutions, Inc.

- Member of Salient's founding management team.
- Oversaw the four operating divisions of the company as well as technology, business development, marketing and sales.
- Was responsible to the integration of the operations of five companies acquired by Salient into one high performance organization.
- Dug deep into each part of the organization to capture, refine, and invest in the company's unique capabilities, and bring those distinctions to the market.
- With significant expertise in assembling world-class teams and his ability to manage and inspire people at the highest level, Mr. Parker built a cohesive and high performance team.
- His vision was central to Salient's ability to execute its strategy as well as the development and implementation of the collaborative, high performance culture.
- Built company from zero to \$235M, and played a key role in the merger of Salient with CRGT.

2008 – 2010: Chief Operating Officer, NCI Information Systems, Inc.

- Led and managed all operations for \$450M publicly traded government information systems and professional services company.
- Came to NCI through its acquisition of Karta Technologies, and NCI immediately reorganized to put more than half of its revenue under Parker's management. Promoted to Chief Operating Officer in June 2008.
- Aligned resource to opportunity to deliver efficient growth in high value market areas.
- Played a leading role in successfully integrating two strategic acquisitions.

- In two and a half years in top management at NCI, stock appreciated 92%. For 2008, NCI was the 5th ranked company on the NASDAQ for value creation, appreciating almost 70%, and outperforming all public companies in the sector.

2006 – 2007: **President and Chief Operating Officer, Karta Technologies, Inc.**

- As a Board Member, Consultant, and later as President; Mr. Parker developed and supervised the execution of Karta's strategy for transitioning out of the 8(a) program and generated substantial organic growth in the "full and open" environment.
- Led the strategy and process for the sale of Karta Technologies.

2006: **President, Kforce Government Solutions, Inc.**

- Led in the creation of the Kforce federal solutions subsidiary following the acquisition of Pinkerton Computer Consultants, Government Solutions.
- Led the integration of the best of the Kforce infrastructure for efficiencies in recruiting in the federal market while maintaining the unique IT solutions leadership of Pinkerton's federal business.

2004 – 2006: **President, Pinkerton Computer Consultants, Inc. Government Solutions Division.**

- Developed and executed a value strategy that created more than a 70% increase in value, leading to the sale of the company, and Mr. Parker's appointment as President, Kforce Government Solutions.
- Overhauled management team, management and technical processes, and recruited top business development and management talent to support a defensible market leadership position.
- Market distinction strategy validated with the win of \$45 billion Department of Homeland Security (DHS) EAGLE IT contract as a prime.

2001 – 2004: **Principal, Parker Associates, LLC.**

- With clients in the federal IT market, Mr. Parker engaged with top management to define overall corporate positioning strategies with the objective to enhance corporate value.
- Developed highly effective and proven strategies for aggressive corporate growth. These strategies were designed to create growth-oriented operational cultures, addressing organizational, personnel, systems, and process issues for organic growth as well as acquisition strategies.
- Used 17 years of operational experience to identify management improvements to enhance consistent financial performance, decrease risk, and motivate and retain staff.

1998 – 2001: **President and Chief Executive Officer, Crosswalk.com, Inc.**

- As CEO of this NASDAQ National Market company, developed the largest Internet presence of its kind and recognized among the largest and most influential Internet enterprises in the world.
- Positioned company for survival as market leader, and ultimate sale to Salem Communications.
- Developed product distinction and marketing campaign that won national attention, and attracted millions. Ranked by *Nielson NetRatings* in Top 35 "Family and Lifestyle" sites in audience size.
- Made two live personal appearances on *CNBC*. Other earned media included being highlighted on *NBC Nightly News*, articles in *USA Today*, *Money Magazine*, *Business Week*, *The Washington Post*, *The Washington Times*, and *CBS Market Watch*.
- Appointed by Congress as a Commissioner for Online Child Protection as part of the COPA Act.

1992 – 1998: **Executive Vice President, CACI International Inc.**

- As Director of Business Development, Marketing and Sales, established the business development organization and processes as part of a successful effort with the President to turn the company from flat performance to sustained growth in revenue and profit.
- Developed the strategic plans supporting the Company's major expansion ("CACI's New Era"). These action plans included an aggressive organic growth campaign together with the targeting and integration of strategic acquisitions.
- During 3-year period as Director of Business Development, the Company's revenues doubled.

- Played a key role in the implementing of corporate acquisitions, serving with the Chairman, President, and CFO, in targeting, analyzing, and integrating all strategic acquisitions.
- Later, became the Executive Vice President responsible for the leadership and growth of the Integrated Information Systems Division, operationally delivering most of the new information technology business won as part of the breakthrough into major information systems development.
- Developed major information systems and provided technical consulting services to government including: major systems development; web-based electronic commerce; software development and reengineering; and software simulation for problem solving and systems design.
- During 6 years in top management at CACI, stock appreciated over 700%.

1990 – 1992: Senior Vice President and Division Group Manager, CACI

- Led 3 Company divisions performing information systems development and systems engineering.
- Grew revenues and profits by 35% annually while the overall corporation was virtually flat.
- This was the Company's fastest growing operation.

1986 – 1990: Vice President and Division Manager, CACI

- Managed staff performing systems engineering, and information systems development. Grew business over 300% in revenue and profit. Won new clients in new tech areas and opened 4 new offices.

1982 – 1986: Senior Associate and Department Manager, CACI

- Began operating semi-autonomous small business, with P&L, sales, recruiting, personnel, and delivery responsibilities. Built engineering services business from scratch to \$3M annually.

1976 – 1982: U.S. Navy Officer

- Led in engineering and tactical roles at sea on a U.S. Navy Destroyer. Was Coordinator for ship's overhaul. Later, was Assistant Professor of Naval Science at the University of South Carolina. Was National Curriculum Coordinator for course taught at 105 universities nationwide.

Security Clearance: TS/SCI with full scope poly.

B.S., U. S. Naval Academy, with MERIT, 1976