

KENNETH R. SUSSKIND

Partner

Ken Susskind is a Partner in Evermay Consulting Group, Inc. He decided to join forces with Greg Rothwell, former Chief Procurement Officer at Department of Homeland Security (DHS) in this specialized consulting firm providing strategic acquisition and business development guidance to private sector clients focusing on Homeland Security and other federal agency mission areas. The firm combines procurement and acquisition experience with proven government contractor business development, capture and strategic teaming accomplishments and works with both large and small technology and IT firms.

Mr. Susskind is an innovative business development professional who has successfully produced multi-million dollar results in both the public and private sector sales of information technology services and products. He brings over 22 years experience developing strategies to maximize corporate value and leverages his multi-disciplined management, marketing and legal skills in a business catalyst role. Mr. Susskind has a proven track record successfully building corporate and team capabilities, developing and maintaining strong industry partnerships, and maintaining solid customer relationships.

Mr. Susskind previously was Vice President of Business Development at 3H Technology, a prominent and aggressive government IT small business firm recently acquired by QinetiQ North America (QNA) for over \$50M. Mr. Susskind focused on Homeland Security-related business development activities at DHS and Treasury where he managed complex multi-company teaming and business capture efforts. He led the company's efforts in the successful prime contract award of EAGLE, a \$40B Department of Homeland Security MAC/IDIQ vehicle where he managed full-cycle opportunity development, proposal and capture phases resulting in multiple EAGLE Functional Category (FC) awards representing over \$300M in revenue potential. Mr. Susskind then managed EAGLE program task order marketing, development, and rapid response activities. The company maintained a premier position on EAGLE/DHS Task Order awards resulting in over \$40M in the first year of the contract. Mr. Susskind also led corporate strategic teaming efforts with large and small partners to optimize revenue on DHS EAGLE, Treasury/IRS TIPSS and other contracts.

Mr. Susskind performed similar business development and strategic alliance functions in previous positions. As Director of Business Development and Sales at Verizon Communications Network Integration Solutions Group, he managed sales, engineering, and project management teams, expanded markets and built new customer and strategic vendor relationships. At Metro Technologies, a start-up network integration firm that was later acquired by Verizon/Bell Atlantic for over \$70M, he directed corporate development and strategic alliance initiatives resulting in a customer base of over 150 entities in telecom, financial, and legal sectors. At the Meneren Corporation, an international infrastructure project management company, Ken developed and coordinated joint venture relationships and drove accountability between owners, investors and government entities. Ken's career also includes managing operations for a firm specializing in commercialization of space industry technology products/services and as an attorney where he provided specialized legal counsel at an exclusive communications, satellite and space law firm.

Originally from New York, Mr. Susskind holds a bachelor degree in English/Communications and a law degree specializing in communications law.