

Terry Fitzpatrick
General Manager, Enterprise



Mr. Terry Fitzpatrick has 40 years of experience in aligning a company's capability and resources to win large new accounts in federal, state, and commercial markets. He has the dual industry perspective of having a career in enterprise products and solutions market and a second career in systems integrator and services market. This career spanned commercial (13 years), SLED (6), and federal (21). His focus has been on leading campaigns to differentiate a win and execution strategy for programs of national importance. His early career in working in data centers and software development gave him insight in benefits and challenges of IT technology and focus on customer experience (CX).

He provides expertise to government and industry associations.

- He participated on OMB OFPP sponsored team led by ACT-IAC for an 18-month effort to perform interviews with agency Chief Procurement Officers regarding acquisition innovations. The effort resulted in GSA publishing a breakthrough Periodic Table of Acquisition Innovations. It is a significant training aid for acquisition officials.

- He co-chairs the annual Professional Services Council (PSC), Department of Treasury Vision Team composed of industry representatives. They interview senior Bureau executives on budgets, technologies, and business opportunities.

- He provides mentoring to minority owned businesses to facilitate their growth.

He assists client companies in growing their base and reducing time to identify and qualify opportunities. These include:

- Taking a company's capability in one industry segment and developing tactical plan to target another industry segment where there is no company presence.

- Actions to achieve trusted partner status with customers.

- Guidance in applying commercial best practices to the federal market.

- Develop a compelling business case to engage with senior agency executives.

- Guide account teams on process to partner with other companies and large systems integrators.

- Process to guide agency business owners to incorporate key requirements into an RFP.

- Perform specialized Independent Performance Assessments (IPA) for companies who want detailed feedback from their customers on value, company, products/services, resources, performance.

- Establish baseline performance measures when starting new contract when there is no baseline.

Mr. Fitzpatrick had a 24-year management career at Science Applications International Corporation (SAIC). He led teams that won large awards in strategic new markets totaling over \$2B at the Internal Revenue Service, HHS NCI (FNLCR), EPA, PTO, NASDAQ, and BellSouth. Dr. Beyster, SAIC CEO/Founder cited two of the large awards as pivotal contracts in SAIC's multi-billion storied history. The FNLCR program moved to Leidos in the corporate split. The Program has continued to achieve significant medical advances over the 20+ years. He also serves as Critical Path Facilitator on mission critical contracts with difficult issues to resolve.

He graduated with a BS Information Systems Management from the University of Maryland Smith School of Business. He served on the business school's Board of Visitors for five years and was a speaker to the MBA program. He authored an Account Management Maturity Model to guide technical professionals in CRM.