

**Charles Hanley**  
Chief Growth Officer



Mr. Charles (Charlie) Hanley is a senior business leader with more than 30 years of experience in growth, acquisition integrations, organizational restructuring, and enterprise turnaround in the services sector, primarily in the information technology (IT) and global systems integration market. His career record includes winning more than 40 programs, and fostering a vast network of government and industry contacts. Deep Water Point & Associates clients benefit from Mr. Hanley's profit, integrity, and accountability mindset and his nurturing of engagement with employees, customers, and community.

Mr. Hanley was brought aboard as a partner at Deep Water Point (now Deep Water Point & Associates) to lead its Capital Resources Group, focusing on helping venture capital and private equity firms maximize portfolio value.

Prior to joining Deep Water Point, Mr. Hanley served as chief growth officer and executive vice president of business development for telehealth software company ViiMed. In that role, he was responsible for all business development and sales-related activities, and he focused on generating growth outcomes from within the portfolio of customers and outside the existing business base.

Previously, Mr. Hanley served first as senior vice president for information technology and then as CEO of Project Performance Corporation (PPC), a management consulting firm providing advisory services and IT solutions to federal, state, and local government agencies, as well as to commercial entities worldwide. He guided the company through the transition from a small, privately held company to one publicly traded on the London Stock exchange, after PPC's acquisition by London-based AEA Technology.

Earlier, Mr. Hanley held executive positions with Northrop Grumman and Federal Data Corporation. At Northrop Grumman, he increased the performance of each of three separate \$100M organizations in the areas of profitability, revenue growth, and customer satisfaction. At the privately held Federal Data Corporation, the company was widely recognized as one of the first federal systems integrators, and he spent 14 years focused in the areas of business development and marketing. During this period, he was responsible for winning more than 30 separate programs with an estimated contract value beyond \$2B. He made significant contributions in the areas of marketing, sales, and operational leadership, and he helped the firm expand its business base and federal footprint until it was acquired by private equity firm The Carlyle Group.

Mr. Hanley earned his BA in business administration and finance from the University of Texas at Austin and is a graduate of the National Defense University's Information Resource Management Program. He holds board-level positions with several companies, including the Quarterline Company.