

## Mike Mullen

General Manager, Small and Transitional Business



Mr. Mike Mullen is a senior level industry executive with over 25 years' experience in business strategy leadership management. His strong track record of enabling federal decision makers to achieve their goals through the acquisition of strategic IT and professional services make him an asset to all Deep Water Point & Associates clients.

Mr. Mullen is Deep Water Point & Associates' small and mid-size business growth expert, focused on building efficient and effective growth engines across the business development life cycle. He has a strong track record growing start-up and transitioning (small to large) companies within the federal market.

Mr. Mullen has personally assisted 30 plus companies in accelerating their growth and/or navigating the transition to large business by reinvigorating their business develop engines and strategic plans and by focusing on adding "needle moving" revenue events through enhanced business development processes, significant captures, and M&A activities.

Prior to joining Deep Water Point (now Deep Water Point & Associates), Mr. Mullen served as senior vice president and chief business development officer at Project Performance Corporation (PPC). In this role, he oversaw and managed the firm's strategic direction, business development, and marketing and proposal development. He successfully led them through a post-acquisition integration period by focusing on strategic account planning leading to improved pipeline and proposal productivity.

Mr. Mullen established himself as a successful leader and business grower in the federal market at INDUS Corporation. During his 16-year tenure at INDUS, he led the company's growth from a startup venture to a \$100+ million enterprise across the federal marketplace. This achievement earned the company recognition among the Inc. 5000 Fastest Growing Private Companies in America, and four consecutive years on the Washington Technology Fast 50 list. Mr. Mullen was responsible for leading and overseeing the company's entire business development life-cycle during this record setting growth and won significant game-changing contracts such as: GSA's \$50B Alliant program; Commerce's \$8B COMMITS program; Transportation's \$275M FITSS program; FBI's \$125M IT Support Procurement; NASA's \$150M Business Applications and Sustaining Engineering program; and Health and Human Services \$60M ITSC program.

Mr. Mullen recently completed a 4-year board tenure serving as vice chair at-large for the Industry Advisory Council (IAC) Executive Committee. In his executive committee role, Mr. Mullen supported the development of ACT-IAC's Education & Training initiatives focused on driving greater value to both government and industry members. Mr. Mullen's efforts have earned him recognition as IAC's Individual Contributor of the Year (2008) and ACT-IAC's Fellow of the Year (2009).