

Kim Pack
President



Ms. Kim Pack is a proven business executive with more than 30 years of federal and commercial management experience spanning business development, capture, IT operations, GWAC and schedules program management, and corporate strategic alliances. She is dedicated to customer relations and exceptional performance standards, providing solutions in the areas of enterprise management, CRM, cyber security, applications development, and cloud computing. Ms. Pack has worked as a subject matter expert in cloud acquisition for the General Services Administration and drove strategy for the access, acquisition, and adoption of cloud technology throughout the federal government.

Prior to joining Deep Water Point & Associates, Ms. Pack was the CEO of Wolf Den Associates, a leading strategy and management consulting firm focused on the federal market. Before her promotion to CEO, Ms. Pack stood up and led Wolf Den's strategy and management consulting line of business and managed a portfolio of clients spanning small businesses to large systems integrators – supporting projects across the growth lifecycle. She is an expert provider of objective advice and expertise to help clients solve issues, create value, maximize growth, and improve business performance.

Previously, Ms. Pack served as an executive director at InfoReliance, where she oversaw capture of strategic opportunities and developed an Alliant small business-fed pipeline. She led the identification, pursuit, and capture efforts for federal opportunities, managing the work progress of proposal teams and providing strategic plans for future growth.

Earlier, Ms. Pack was a business development executive at CSC, where she directed a team of 20 business development executives, providing guidance, coaching, management, and organization to achieve the common goal of growing a \$2B IT services pipeline. She increased the North American public sector's profitability by leveraging horizontal organizations and service offerings throughout CSC to deliver cloud computing initiatives, consulting practices, cyber security, and supply chain management services across the sector.

Ms. Pack has a BS in sociology from Longwood University.