

**Brian Seagrave**  
Chief Solutions Officer



Mr. Brian Seagrave is a senior technology solutions leader with over 30 years of experience in solution architecture, business development and sales, and program delivery. He has delivered strategies for transformation to IT as a service, cloud infrastructure and applications, enterprise service automation, and mission systems for homeland security. A proven developer and manager of businesses, teams, solutions, and strategies to address domestic and international government market opportunities, Mr. Seagrave is experienced in defense, intelligence, homeland security, and IT products and services. His unique insight and ability to detect opportunity, map capabilities, and define strategy greatly benefit Deep Water Point & Associates clients.

Mr. Seagrave came to Deep Water Point (now Deep Water Point & Associates) from IT sales leadership positions, most recently as vice president and general manager, solutions and services, for Govplace, Inc. He achieved a three-year compound annual growth rate of over 4,000% in pure services revenues, while defining, designing, developing, and leading a new unit for IT managed services and hybrid cloud solutions. Mr. Seagrave was responsible for all aspects of strategy, marketing, business development, research and development (R&D), operations, and profit center for that unit. He came to that position after serving as vice president of Raytheon Homeland Security, where he led the company's global homeland security market – including development, integration, and implementation of strategy, business development, capture management, product development, go-to-market plan, and capital deployment strategy – and built its security operations consulting unit.

Previously, Mr. Seagrave was partner, border and critical infrastructure protection for Unisys Federal, where he was general manager and program executive for SBI-net delivery as subcontractor to Boeing. He led the capture and deployment of SBI-net and of the EAGLE contract vehicle, and he transformed the company's homeland security sales organization from order-booking to business development, expanding into missions solutions integration. Earlier in his career, he served as Director, Enterprise Business Solutions, for Computer Sciences Corporation (CSC), leading business development for federal Enterprise Resource Planning solutions.

Mr. Seagrave earned his BA in English and his BS in management from George Mason University. He has completed leadership programs at The Wharton School (University of Pennsylvania), Thunderbird School of Global Management, and Pepperdine University.

Mr. Seagrave has studied contract administration and Shipley proposal and contract management. He also participated in the Raytheon Executive Leadership Summit and has trained in sales of VMWare, Amazon Web Services, ServiceNow, and SoftLayer.