

BARRETT JAMES WANN

SUMMARY OF EXPERIENCE:

Serving over two decades in government service within the US Intelligence Community, the Department of Defense, Geographical Combatant Commands, Civilian Law Enforcement Agencies, Academia, Industry, the United States Senate, and foreign military partners, supporting plans, programs and policy, security, communications, international agreements, joint military and other agency strategies, analysis and assessments. Possess expert knowledge of the policies, activities, programs, structure, and functions of the Department of Defense, Federal Agencies, law enforcement, private industry, and civilian and military academic institutions.

AREAS OF EXPERIENCE:

Professor of CYBER and Intelligence Activities
JPME Professor at Naval War College
Chair for Defense Intelligence (NIU/NWC)
Foreign Liaison / Foreign Area Officer
Effective Communicator, Listener
Program / Project Management / Leadership
Cyber Security / Information Assurance

Combatant Command Experience
Resource Management and Prioritization
Customer Engagement Experience
Risk Assessment / Risk Management
Program Planning and Scheduling
Strong Business Acumen
Business Development Experience

SECURITY CLEARANCE:

TS/SCI (SSBI: 3 May 2017) DIA
Updated Leidos – (SSBI submitted Aug 2022)

PROFESSIONAL EXPERIENCE: (Classified employments and affiliations omitted)

Leidos

Defense Group Business Development

Reston, VA / Remote

January 2021 to Present

Tasked with the responsibility for the management and execution of the full BD life cycle process across multiple simultaneous pursuits and proposals supporting Leidos Defense Group and C4ISR. Identified gaps and emerging requirements, performed market and economic analysis, conducted business intelligence, designed and executed formal capture plans, and monitored competitor activity. Developed the overall Defense BD strategy, as well as developed internal and external partnerships, campaigns and associated marketing within C4ISR. Collaborated with a team of business development professionals, including Line managers, Directors and capture managers, in achievement of C4ISR's short and long-term business development goals. Maintained a healthy pipeline exceeding \$1.6 Billion of opportunities and executed cost-effective win strategies in achieving annual financial objectives.

Partnered with Defense and C4ISR VP's to support overall strategic planning and linked pursuits to support the business development metrics for awards, submits, and pipeline growth. Identified, developed, and implemented near-term and long-term business strategies that provide the business an opportunity to grow revenue. Investigated and evaluated potential mergers, acquisitions, divestitures, geographic expansions, licensing, partnerships, joint ventures, new business/market opportunities and sustainability to determine if such activities are in line with C4ISR's overall strategy and vision.

Continuously monitored the market to keep track of competitor developments and their impact on pipeline pursuits. Participated in business planning activities, to include biweekly pipeline reviews, bid agenda development, opportunity collaboration sessions and gate reviews, black hat sessions, win theme and discriminator workshops, and proposal writing and reviews. Monitored the pipeline, recommended BD priorities and resource allocation.

Established and measured progress with C4ISR's priorities and annual operating plan targets for qualified pipeline growth, win rates, submits and awards. Contributed to the development and implementation of the C4ISR's strategy. Coordinated with Dynetics, Gibbs and Cox, Leidos Innovation Center and Software Factory, Intelligence and Civil Organization to coordinate insight on requirements, acquisition strategy, acquisition timing, and other partnering to increase Leidos Pwin. Represented Leidos in the industry through participation in industry-related organizations, conferences and trade shows.

CACI, International
DIA Account Executive (BITS)
Chantilly, VA
May 2020 to January 2021

Serving as the DIA Business Development Executive with tasked with identifying and qualifying DIA opportunities, related to information technology, software applications, infrastructure, and analytics. Work closely with the Vice President of the Intelligence Community Business Development team to develop an overall Account Strategy and plan to focus on positioning and capturing new business contracts.

Build and Qualify DIA Market Business Pipeline. Primary focus is to build/maintain a robust pipeline of opportunities that align with BITS (Business Information Technology Solutions) strategic vision for growth within the IC marketplace.

Create, manage, and implement go-to-market plans (to articulate and generate consensus for strategic vision, action plan, competitive intelligence, investments, business case, etc.) within the BITS market in the targeted agencies.

Develop and present milestone briefings to senior management in support of investing in and pursuing strategic opportunities in this market.

Engage customers in identifying and shaping opportunities. This includes active communication of filtered, actionable intelligence back to Sector, BD, and functional group staff.

Actively market the Company Brand, establish customer expectations, and shape opportunities by creating white papers, sponsoring in-house demonstrations, and responding to RFIs and similar activities. Conceptualize the need, organize the correct company participants, and lead the collaboration to completion.

Support Captures and Proposals to maintain continuity across the BD lifecycle, enhancing our ability to win as opportunities pass from qualification into capture and then proposal.

Raytheon
Business Development and Manager of Cyber and Information Assurance
Sea Power and Advanced Programs
Portsmouth, RI
Sept 2017 to May 2020

Business Development

Assigned to a Raytheon Sea power Business Development and Capture team in identifying pursuits and establishing the strategy for IDS. As directed by the Senior Sea Power BD lead, represent Raytheon during business development interfaces with naval, DoD, and government customers, suppliers and engineers in support of capturing new business.

Lead Manager, Cyber and Information Assurance Programs

Serving as the Senior Manager for Information Assurance (IA) and Cyber Operations for Sea Power in Portsmouth, RI and Mystic, CT, and tasked as the interface and liaison between government agencies, Defense Security Service (DSS) and Raytheon. Interface between Raytheon's Sea Power and Special Programs and other Raytheon Businesses and support functions to aid in validating programs and systems.

Provide guidance and overall management to a team of technical and policy professionals to develop, streamline, and innovate cost effective processes into standardized solutions as they relate to classified information systems. Develop budget for compliance and advise Programs on items, cost and regulatory as they move through the Raytheon Gate process. Responsible for providing project management oversight for IA Cyber internal projects and project management support to classified efforts, lead a team of process based Subject Matter Experts (SME's) in the discovery, application and documentation of new processes effecting IA operations, and supporting all IA programs with Inspection readiness support and best practices as directed by Raytheon leadership. Selected as a core IDS BOE Developer and Approver. Other duties as assigned.

SALVE REGINA UNIVERSITY

Adjunct Professor for Cyber and Intelligence Activities

Administration of Justice

Newport, RI

August 2017 to Present

Currently serving as an Adjunct Professor teaching four courses per academic year, including undergraduate and graduate level students. Developing and modifying the current course readings and lessons to ensure relevancy in rapidly progressing topic areas. Introduce Senior Government Officials (To include one Cabinet level) from DIA, CIA, NRO, NGA, FBI and the Military to speak to the students highlighting and placing in prospective the value of their coursework. Coordinate with DIA and other Naval War College staff to bring cross collaboration into the University. Worked with and collaborated with NIU, NWC and current government agencies to ensure the Cyber Degree Program is reflective of the current teachings in the senior government colleges and the work being done in the defense of the nation. Mentor students and assist them as they pursue their career interests.

DEFENSE INTELLIGENCE AGENCY

DIA Senior Representative to the Naval War College

Professor, Chair for Defense Intelligence

United States Naval War College, Newport, RI

August 2012 to August 2017

Served as the Senior Representative for the Defense Intelligence Agency office at the Naval War College. As a representative and Professor for the National Intelligence University, was tasked with the oversight of DIA personnel, operations, budget, assessments, planning and the development of persistent and surge support, agreement negotiations and advising. Organize, plan, and set priorities for the allocation of resources within the office. Under Director DIA appointment, advised and supported Navy elements on federal government authorities, structures, leaders, and cultures of the various DoD components, how they interact and connect; synthesize resources, information, and other inputs to effectively integrate and align component, IC, and USG interests and activities to achieve DoD-wide, national, and international priorities. Serve as advisor to the NWC President.

Serve on Special Staff of the Naval War College as the Chair for Defense Intelligence and Professor for Joint Military / Maritime Operations. Develop curriculum for both junior and senior course as well as the development of independent electives covering collection, authorities and use of SIGINT, MASINT,

OSINT, HUMINT activities. Taught four full days a week, over 71 individual, three hour blocks of instruction for three trimesters. Developed and administered several classified electives

Provide guidance leading junior and senior students through the understanding of strategic planning, to include the legal and ethical challenges in regard to law enforcement and crisis operations. Instructed Navy commanders and other services to lead maritime, joint, and multinational forces as well as providing them the critical tools to plan, execute, and assess a crisis and be better prepared to serve on a staff or in a maritime operations center. Guide students through war gaming scenarios providing challenges while serving in a white cell. Prepare and mentor students for real life Operational level planning and Command level engagement.

DEFENSE INTELLIGENCE AGENCY (AFRICOM)

Senior Security Advisor to the Commander

Headquarters, United States Africa Command, Germany

October 08 to August 12

As first Command Security Advisor, designed, staffed, resourced and managed the Geographical Combatant Commands newly created infrastructure to provide policy guidance to Commander and J-staff connecting our offices in Germany, England, Djibouti, Florida and Virginia. As Director, managed four supporting SCI branch offices located on four separate continents. Coordinated cross IC teams to ensure operational elements and programs were not on conflict.

Primary advisor to JSOC elements deployed under SOCOM and AFRICOM task orders. Deployed in support of Agency CT operations in North and Central Africa. Provided daily briefings to AFRICOM Commander during the Inter-Agency co-ordination brief. Worked hand in hand with NGA, NSA, NRO, and Chief of Stations to ensure security and counterintelligence planning were incorporated and modified during named operations.

With significant J6 (Communications) collaboration, developed and modified a communications branch to focus on the unique defense of our networks and communications. (Tactical Communications) Defined and managed information technology cybersecurity related programs and projects to include strategic and operational direction for program initiatives, activities, personnel, infrastructure, policy enforcement, emergency planning, and cybersecurity awareness. Evaluated functional requirements and coordinated with system architects to provide oversight in the development of IT solutions for the Command.

DEFENSE INTELLIGENCE AGENCY

DIA Senior Liaison to USAFRICOM

Headquarters, United States Africa Command, Germany

October 07 to October 08

DIA Senior Command Liaison for AFRICOM (DFE). Led the initial team to establish the first DIA Senior liaison office to the Command. Established the policies and the agreements needed for DIA to become nested as a support Agency and Advisor to the J2 (Intelligence Director). Analyses policy and aligning the Commanders intent with DIA mission, personnel and objectives. Engaged with Congressional Staff, host government (Germany), allied military representatives (NATO and other), US State Department, and other US government agency officials regarding the newly expanded mission and authorities.

Represented the DIR Flynn/DIA in Command staff meetings with a focus on budget, policy, manning, and resources to support the newly formed Combatant Command. Rotated Chair of IC Inter-Agency Working Group with Senior Reps from NGA, NSA, NRO, FBI, State Dept. and CIA. Insured Foreign Partner agreements within the African AOR were modified to reflect changes in authority and were legally unbroken. Coordinate with EUCOM and German Representatives to expand SOFA authorities to hire and PCS staff to fill newly created positions. Coordinated with Command planners (J3/5) to ensure

that DIA's billets are well distributed and nested within their staff to fill any potential intelligence gaps or requirements.

USAFRICOM TRANSITION TEAM

Command Team Planner

J2, Intelligence Security Cooperation, Germany

April 07 to October 07

As one of only thirty subject matter experts engaged in African stability efforts, was selected by the EUCOM J2, BG Keller, to represent the Intelligence Directorate for several months, drafting policy, and international agreements that created the US Africa Command. Met personal with several US Senators and Foreign Leaders to receive input and discuss SOFA agreements. Developed Command missions and functions, personnel numbers, and budgets, locations of Command HQ and its satellite locations, its public and military focus, combatant forces, support forces to include coalition liaisons, legalities and agreements. Outcome was a fully functioning Combatant Command with over six thousand personnel at its HQ's in Stuttgart, Germany and deployed locations, charged with leading the Dept. of Defense and State Department's engagement on humanitarian, stability, counter-terrorism and counter-drug efforts.

US EUROPEAN COMMAND

J2, Intelligence Security Cooperation, Germany

African Partner Capacity Building (Train and Equip)

Foreign Area Officer, Analyst

Information Sharing and Foreign Disclosure

April 06 - October 07

Supported Theater Security Cooperation (TSC), Intelligence Capacity Building (ICB), and Train and Equipping (T&E) programs in North Africa for the Command J2/5. Engaged with foreign partners and US Embassy staff, to develop long term strategic goals and short term operational initiatives. Managed varying titled funding and best practices to appropriate funds to support long and short term US theater goals.

Primary engaging initiatives were Operation Enduring Freedom - Trans Sahara (OEF-TS) and in support of US Navy's 6th Fleet, Gulf of Guinea Maritime Capacity Building which aimed to increase stability in the region and develop military and law enforcement organizations. Updated plans and policy for the J2/5 and socialized to orchestrate the long range intelligence capacity strategies in coordination with the Joint Staff, National Intelligence Agencies, Component Commands, Allied Nations, US Embassy Country Teams, and respective Defense Attaches. Worked within planning teams to manage all Command theater intelligence cooperation activities, bilateral/multilateral exchange agreements, host international conferences and coordinate bilateral training.

DEFENSE INTELLIGENCE AGENCY

Counterintelligence (Worldwide)

Federal Agent

January 2004 - April 2006

Provided a full spectrum of support to DIA's worldwide overt and covert collection platforms. Assigned to identify threats, albeit physical, technical or cyber, of DIA's global assets. Supported HUMINT, SIGINT and MASINT platforms identifying unique threats and vulnerabilities and developed plans to mitigate, exploit or neutralize threats. Supported Joint Inter-Agency efforts and deployed to high threat areas and combat zones to support Defense HUMINT, SIGINT, MASINT or Technical Collection efforts and programs. Supported tactical antiterrorism programs, counter-surveillance operations and advanced

firearms/counter-ambush training. Deployed to augment Defense HUMINT operations in Baghdad and provided non-conventional weapons and survival training to several DIA collection teams.

NATIONAL SECURITY AGENCY

Counterintelligence/ International Engagement (Worldwide)

SIGINT / CYBER / Information Assurance

Bad Aibling Station, Germany

Ft. George G. Meade, MD

March 96 - January 2004

Supported the NSA Operations Director focusing on driving SIGINT production efforts. Engage with German and British counterparts on joint SIGINT mission requirements. Manage partner customer information needs, requests to support joint efforts. Drive to support SIGINT production efforts. Interface with NSA HQ elements and external organizations on acquisition and capability activities. Develop enabling strategies, processes and technology to support our SIGINT collection requirement.

Collected, processed and analyzed communications signals from foreign entities using advanced collection and processing equipment. Participated in the development, planning and coordination of the deployment of collection systems, including identifying appropriate collection access points, collection methods and plans necessary to exploit target networks. Collaborated across the Agency to upgrade capability to access emerging and critical foreign entities of interest, correct collection gaps and improve efficiency of intelligence collection approaches. Provided, time-sensitive mission support by maintaining situational awareness of potential cyber threats. Leveraged technical methods to manage monitor and execute large-scale operations in response to national security requirements.

Conducted joint offensive and defensive counterintelligence operations against the penetration, exploitation and compromise of National Security Agency critical assets and information from foreign, domestic and internal entities. Planned, supported and conducted sabotage, espionage, and counterintelligence investigations under the authority of the National Security Agency and the Secretary of Defense. Conducted liaison with foreign agencies and governments for the purpose of facilitating joint counterintelligence (CI) operations.

UNITED STATES SENATE

Senator Robert Smith, R-N H

Staff Assistant Washington, DC

January 1994 - March 1996

Served as a Staff Assistant under Senator Robert C. Smith supporting national defense policy, intelligence reform and constituent issues. Conducted, analyzed and prepared research in support of legislation and Member requests. Developed and drafted policy, speech recommendations and constituent correspondence.

Education

MA. National Security and Strategic Studies

Naval War College

Newport, RI

BS. Political Science and History

Monmouth University

W. Long Branch, NJ

FLETC – Federal Agent Certification
Federal Law Enforcement Training Center
Glenco, GA

DoDPI – Federal Polygraph License
Department of Defense Polygraph Institute
Anniston, AL

Foreign Language
German (Bavarian)