

James R. O'Neill



Career Overview

Senior-level management positions with seven leading corporations. Most recently, Chief Executive Officer at Siemens Enterprise Communications Group, with responsibility for annual revenues of four billion Euros. Previously, Corporate Vice President and President at Northrop Grumman, Information Technology Sector with responsibility for annual revenues of \$7 billion dollars.

Focus on information-technology systems and services to governments and corporations covering 86 nations at Siemens. Special focus on U.S. government security and defense.

Named 2006 Government Contractor Executive of the Year by the Northern Virginia GovCon Council, Professional Services Council and *Washington Technology* in the large-business category.

Career built on three abilities.

- First, to supply dynamic, results-driven leadership, often under challenging circumstances.
- Second, to simplify complex issues and challenges.
- Third, communicate effectively to such communities as: finance, media, government and business.

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Work-Skills Set

Direct and manage business organizations producing \$7 billion dollars in revenue. Lead companies through challenging periods of: change, reorganization and growth. Turn around companies from loss to break-even to profit.

Acquire and divest companies, having bought and sold more than 20.

Achieve growth through development of sales strategies and employee motivation. Assess, organize and integrate disparate corporate acquisitions while maintaining and growing the business base. Access key potential customers to secure contracts and achieve revenue growth.

Interact with senior public and private sector executives worldwide. Interact with foreign governments and executives of major international companies. Develop and carry out international programs.

Testify before Senate Intelligence Committee. Brief senators and representatives, Communicate corporate messages to: Wall Street analysts, financial media, national-level press and trade-industry publications. Speak to major national-and-international audiences.

Seek out and develop executive talent. Champion diversity programs. Locate, evaluate and promote talented, middle-ranking women managers and minorities of color to senior roles.

Most-Significant Accomplishments

At Siemens - turned around Enterprise Communications Group from half-billion Euro annual loss to break-even with annual revenue of 4 billion Euros. Consolidated operations from 86 nations to 21 nations.

At CompuDyne - grew annual revenue from \$200 million to \$270 million dollars in 18 months. Won \$150 million dollar contract with Houston, the firm's largest contract ever.

At Northrop Grumman - grew annual revenue of TASC division from \$428 million to \$1 billion dollars in 23 months. Subsequently, grew information-technology sector business (including TASC) from four billion to seven billion dollars in five years.

At Oracle - grew yearly revenues from \$200 million to \$320 million dollars in 12 months.

At Lucent - secured \$1 billion dollar contract with U.S. Navy. Sold firm's Advanced Technology Systems Group to General Dynamics for \$500 million dollars. Responsible for \$2 billion dollars in annual sales.

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At Digital - grew revenue from \$200 million to \$1.5 billion dollars in less than five years, the largest growth rate in firm's history. Accomplished in the highly competitive Federal Government market, including intelligence.

At Sanders - promoted to vice president of contracts at age 33 (with seven peers in their sixties). Won the largest production contract from IBM to manufacture its 3250 and 5080 computers.

Achieved approximately one-half billion dollars in revenue yearly. Negotiated three largest contracts in firm's history.

Senior-Executive Relationships

Cisco. IBM. Hewlett Packard. Microsoft. Oracle. Avaya. Verizon. AT&T. Sprint. Qualcomm. Siemens. Telefonica. Deutsche Telekom. British Telecom. Alcatel-Lucent. Raytheon. Boeing. Lockheed Martin. CSC. SAIC. Mitre. ManTech. CACI. TASC. ITT. SAP.

Board Memberships

- Chairman, Professional Services Council (2008)
- Vice Chairman, Northern Virginia Technology Council
- Intelligence and National Security Alliance
- American Heart Association. Technology Council of Maryland

Major Speech Audiences

- NATO defense ministers.
- The Virginia General Assembly
- General Services Administration
- Northern Virginia Technology Council (Titans of Industry meeting)
- Professional Service Council's Executive of the Year (2008)

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Experience

Chief Executive Officer - Siemens Enterprise Communications Group.

2008 - 2010

Directed 20,000 employees in 86 countries. Provided information-technology services to public and private sector organizations. Products included: computers, phone-switching equipment and services. Based in Munich, Germany.

Customers included Fortune 50 companies in: Asia, South America, Europe, Middle East and Africa. These included: Exxon Mobil, Shell, Nippon Telegraph and Telephone, Petrobras as well as most every significant telephone company in most every market.

Chairman and Chief Executive Officer - CompuDyne Corporation.

2008 - 2010

Served this firm concurrently with Siemens position. Directed approximately 500 employees. Products included public-safety, 911 software.

Firm is a leading provider of products and services for public security. It operates in four marketplace segments: institutional-security systems, attack protection, integrated electronics as well as public safety and justice. www.compudyne.net.

Customers included: Central Intelligence Agency, National Security Agency, Defense Information Systems Agency and the Defense Intelligence Agency. Clients also included the governments of: Virginia, Maryland, Texas, New York City and Houston.

Corporate Vice President and President - Northrop Grumman Information Technology Sector.

2002 - 2008

Directed approximately \$7 billion dollars in sales and services of advanced information technology, engineering and business solutions for public and private sector clients. One of 10 elected members of Corporate Policy Council, which determined corporate policy.

Employed more than 23,000 with expertise in such fields as: homeland security, secure wireless, cyber security, physical security, Information technology, network infrastructure, managed services, knowledge management, modeling and simulation as well as geospatial intelligence solutions.

Also responsible (with corporate office) for firm's information-technology. Shared services organization to manage and carry out internal, enterprise-level solutions.

President - Northrop Grumman Information Technology's TASC Unit.

2002 - 2008

Directed this business unit providing information-technology services to the U.S. government and private-sector clients. Directed development and customization of products and services.

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Subsequently, advanced to firm's information-technology unit as President prior to assuming final position as Corporate Vice President and President.

Senior Vice President - Communications and Utilities, Oracle.

2000 - 2002

Led firm's sales and consulting groups in the worldwide, communications and utilities sectors. Revenue exceeded \$1 billion dollars. Leading products included database and customer-relationship management software. Customers included: AT&T, Sprint, Bell South, Verizon and telephone companies worldwide.

President - Government Solutions, Lucent Technologies.

1994 - 2000

Responsible for management and growth of firm's government business. This included 2,000 Bell Laboratory employees working on contracts for governments worldwide. Provided telephone-switching equipment. One of 20 corporate officers.

Customers included: Central Intelligence Agency, National Security Agency, U.S. Air Force, U.S. Army, United Kingdom's Ministry of Defense as well as MI6.

Officer, Vice President and General Manager - Digital Equipment

1987 - 1994

Responsible for management and growth of firm's worldwide government business. Products included the full spectrum of computers and software. Customers included foreign-government agencies as well as such major prime contractors as: Northrop, Lockheed Martin, Boeing and Raytheon.

Director of Contracts - Sanders/Lockheed Martin.

1980 - 1987

Served the federal government market. Negotiated multi-million dollar contracts. Directed team of 50 negotiators.

Education

Bachelor of Science - Saint Anselm College, Manchester, NH. (<http://www.anselm.edu> 1976)

- Majored in Criminal Justice
- Minored History

References

On request