2018
Gov Con Symposium:
A New Wave: Industry Consolidation in the GovCon Market

April 18, 2018
7:30 - 11:00 AM
Hilton McLean Tysons Corner
7:30 – 8:00 AM
Registration and Networking

8:00 – 8:10 AM
Opening Remarks

8:10 – 8:40 AM
Keynote Speaker:
Frank Kendall
Executive in Residence,
Renaissance Strategic Advisors
Former Under Secretary of Defense for Acquisitions,
Technology and Logistics

8:45 – 9:45 AM
Panel 1: Government Contracting Leaders

9:50 – 10:50 AM
Panel 2: Up Close: Mergers & Acquisitions

10:50 – 11:00 AM
Closing Remarks
Frank Kendall
Executive in Residence,
Renaissance Strategic Advisors
Former Under Secretary of Defense for
Acquisitions, Technology and Logistics

Frank Kendall is an independent consultant to
defense industry firms and non-profit research
organizations in the areas of national security,
strategic planning, engineering management,
technology assessment, and international programs. He is an Executive in
Residence at Renaissance Strategic Advisors in Rosslyn, VA, a member of the
Council on Foreign Relations, a member of the board of directors of Leidos
Corporation, and a senior advisor to the Center for Strategic and International
Studies.

From May 2012 until January 2017, Mr. Kendall served as the Under Secretary
of Defense for Acquisition, Technology and Logistics (AT&L). In this capacity,
he was responsible to the Secretary of Defense for all matters pertaining
to acquisition; research and engineering; developmental testing; contract
administration; logistics and materiel readiness; installations and environment;
operational energy; chemical, biological, and nuclear weapons; the acquisition
workforce; and the defense industrial base.

Prior to this appointment, from March 2010 until May 2012, he served as the
Acting Under Secretary and Principal Deputy Under Secretary.

Mr. Kendall has over 45 years of experience in engineering, management,
defense acquisition, and national security affairs in private industry,
government, and the military.
Babs Doherty founded Eagle Ray, Inc. in February of 2002. Eagle Ray is an agile mid-tier woman-owned business delivering a full range of business and technical capabilities to solve critical programmatic and technical problems across the intelligence community, Departments of Defense and Homeland Security. Eagle Ray integrates strategic business consulting services and innovative technical solutions to efficiently and effectively deliver robust mission outcomes across the entire Security Domain. An ISO 9000 registered company, Eagle Ray delivers expertise in program management and process improvement alongside technical know-how in mobility, analytics and agile engineering to address clients’ most complex challenges. Prior to starting Eagle Ray, Ms. Doherty worked at Titan Systems as an IT Program Manager, business development professional, and manager of their corporate Mentor-Protégé program.

Kevin Phillips is president and CEO of ManTech. He leads a global team of 7,000+ employees who are committed to advancing technologies that solve some of the nation’s most challenging problems. Mr. Phillips brings a record of success to delivering results for defense, intelligence and federal civilian agencies that rely on ManTech for cyber, critical data, systems engineering and software, and enterprise IT solutions tailored to support their missions. Mr. Phillips was appointed CEO of ManTech on Jan. 1, 2018, after serving as president and COO since 2016. He also served as chief financial officer from 2005 to 2016 and has been corporate vice president and assistant to the chairman and chief of staff. He joined the company in 2002 through ManTech’s acquisition of CTX Corporation.
Manik Rath @C2TI
CEO
C2 Technologies, Inc.

Manik K. Rath has been CEO of C2 Technologies since January 1, 2018, having previously served as its Chief Operating Officer. C2 Technologies is an information technology company, including modeling and simulation, cybersecurity, data analytics, social media analytics and software development. C2 Technologies, headquartered in Tysons, Virginia, supports national security and other mission critical agencies of the U.S. Government. Mr. Rath also serves or has served on a number of corporate and community boards of directors and boards of advisors, including Credence, LLC, an IT and management consulting company, ThreatSwitch, an industrial security software product development startup, and Hill Top Security Inc., a Mach37 incubated cybersecurity startups, and Northern Virginia Chamber of Commerce.

Moderated By: Dara Castle @RSMUSLLP
Managing Partner
RSM

Dara Castle is the Washington Metro managing partner as well as the partner-in-charge of our private equity practice in the Mid-Atlantic region and the firm’s government contracting practice. These practices include working with closely-held and private equity backed entities in government contracting, technology, software sales and development, manufacturing, engineering and a variety of other service based industries. She has over 20 years of experience, specializing in serving private equity groups and government contractors in a variety of industries and customer bases. Dara has extensive experience with complex, fast growing companies that require immediate results and multiple disciplines, including mergers and acquisitions, strategic planning, accounting systems and internal control, and transaction support services for acquisition-oriented companies and private equity groups.
Jennifer Felix @vencoreinc
Senior Vice President & CFO
Vencore

Jennifer Felix is senior vice president and chief financial officer of Vencore Inc. In this role, which she took in 2015, Felix is responsible for all corporate and group financial functions as well as procurement and facilities. Felix is also integral to managing relationships with Vencore’s investors and lenders. During her tenure, she has built a cohesive organization with fully integrated systems and processes after the acquisition of Qinetic North America in 2014. During 2016, she restructured Vencore’s debt to enable a substantial dividend to investors. In 2017, Felix led the spin of Vencore’s commercial health business to create a 50/50 joint venture with Havas Health. During 2017 she also led a dual IPO and strategic sale process leading to a three-way merger with Keypoint Solutions and the US public sector business of DXC Technologies, which the Company expects to complete in May.

Bob Kipps @BobKipps
Managing Director,
KippsDeSanto

Bob Kipps has over 20 years of experience in providing transaction advisory and financial consulting services to Aerospace/Defense and Technology firms. He founded KippsDeSanto & Co. in 2007 and has grown the firm to more than 25 professionals, the largest investment bank exclusively focused on the Aerospace/Defense and Government Services sector. Prior to founding KippsDeSanto, Mr. Kipps was a leader of Houlihan Lokey’s local Aerospace-Defense-Government group. Over the years, he has worked with some of the most successful industry firms (including Argon ST, Oberon, 2020 Company, ASM Research, IMC and InfoReliance) both advising them on their strategy as they grew and then assisting them with their eventual sale. Mr. Kipps has been recognized as the Dealmaker of the Year - Investment Banker by ACG’s National Capital Chapter.
George Wilson @ECSinnovates
Chief Executive Officer & President
ECS Federal

George Wilson is chief executive officer and president of ECS. Under his leadership the company has grown from a small, services-oriented business into a company with more than 2300 employees providing cloud services, cybersecurity, and IT solutions. Revenue has increased, during his tenure, from just over $100M in 2010 to over $600M targeted in 2018. Mr. Wilson joined ECS in 2011 as chief strategy officer and was promoted to president and chief executive officer in February 2014. Prior to joining ECS, he was instrumental in growing Stanley Inc. from a small, private business with 20 employees and $2 million in revenue to a public company of nearly 6,000 employees and more than $900 million in annual revenue. While at Stanley, Mr. Wilson organized and led executive teams responsible for customer relations, corporate development, business growth, strategic investments and company strategy. Mr. Wilson holds a Bachelor of Science in electrical engineering from United States Naval Academy and a Master of Business Administration from George Washington University.

Moderated By: Frank Finelli, @OneCarlyle
Managing Director,
The Carlyle Group

Frank Finelli joined The Carlyle Group, a global private equity firm, in December 1998, where he is a Managing Director focusing on investments in the defense and aerospace sector. He has led numerous acquisitions and oversees Carlyle’s cross-portfolio purchasing and functional initiatives. He has been repeatedly selected for the Defense News 100 Most Influential and Executive Mosaic WASH100 distinctions. Previously, Mr. Finelli served as legislative assistant for then-Senator Dan Coats (R-IN), member of the Armed Services Committee and Select Committee on Intelligence. Before retiring as an Army Lieutenant Colonel, Mr. Finelli served as a Special Assistant to the Chairman of the Joint Chiefs of Staff for the first Quadrennial Defense Review (QDR) in 1997.
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