

Prime Technical Services

Monday, July 21, 2025 8:45 AM

Company / Job / Contract / Status Can you jump on jobs that you hear about.
TSCO BAE \$20M 5 year -
\$3M

<u>Contract</u>	<u>Contract to Hire</u>	<u>Direct Placement</u>
Surge Support	Right to Hire	
Project Work	6 to Perm	
Short Term Employment		

-50% rule when pushing timelines
Perm - You're working with the candidate for higher salary
Contract - You're negotiating against the candidate for your own benefit.

(Government Contract % has to work with small minority businesses)

BEN
What makes Prime stand out from other competitors.
What is our value to a brand new client
Which industries of client profiles respond best to our solutions
Case studies, success stories resonate with prospects

Story

Started in 2014
Kurt - Aerotek
Kyle - Apex System (National Account Manager) He was over something for HPE
Very Large program N Gen, supporting the NMCI - Navy Marnie CI
They were using another small business and passing the cost.

Kurt was in the army and he was a truck driver in the military. PTSD, disabled veteran.

They decided to start our own business.

Brandon - Accounting and Financing

Brandon started in 2016

Steve got Lockheed - To CDC and then Lockheed ISGN to Lidos.

Matt Gullet - Lidos

Hierarchy

Brandon - Runs Sales / Delivery
Ben - Large Accounts Focused
Liam - Backoffice - Accounting/Invoicing Project Tracking Onboarding

Last Year \$150M - Service Disabled Veteran Owned Business

SDVOSB

Lockheed
Intel Community
Bazinga
Massive Missile GMD Program
GWS Weapon systems

SALES MEETING

SCATTERED CASTES helpdesk clearance a verify

DOD we check

Find EOD and how long to onboard

Look at insight global and Apex and look at what jobs are up on their website for long periods of time and call and offer assistance to break through there.

Figure out what the SUB contractors are.

Company that supports them.

Need to find the competitors and the

Butts in seats

How to figure out what are the big programs coming out of the DOD

trich ape uacqwtake 2

Barron Kirkman DCI Solutions SHINE Systems Belcan Iron Eagle X
Prime Technical Services TEKsystems Insight Global, perspective

Clearances
► Need to get all the clearances
Active secret clearance
Active top

DoD

FSR ANALYST

DCI
SHINE
BELKIN
BARNARKINN
IRON EGAL EX

Targeting guys who were in the military and they are going for terminal leave.

MSS Smart systems is the Palantir contract.

Not allowed to speak about all the projects with the candidates.

Q

Build out the org chart
Start sourcing the people
Use LinkedIn also to do that.

Look for the problem,
Go after his management
Team Size
clearance
Location

\$100M in spend in staffing. Or 100 people 20% of all these contracts are open. TEK Systems
Clearance, US,

competition

Secret cleared

Fed Siv - Everything non secret
Intel -
DOD -

Perfect is secret cleared to top sec

(BAE) AND ("LAN" OR "WAN" OR "Network Engineer") AND (Cisco OR Juniper) AND ("TS/SCI" OR "Top Secret" OR Clearance OR Secret) AND (Security+ OR "CompTIA Security+" OR ComptIA) AND (Boulder OR Colorado OR CO OR Denver)

EXAMPLE

Wireless Network Engineer on TEK Systems website

- NIH GDIT wording
- Google Search
- Find GDIT
- LinkedIn Search (GDIT Company)
 - o Search "Wireless Network Engineer"
 - o Location

Barran Kirkman DCI Solutions SHINE Systems Belcan Iron Eagle X Prime Technical Services TEKsystems Insight Global These below are subcontractors but they also will do some hiring on their own. CACI GDIT (General Dynamics Information Technology) Booz Allen Hamilton Leidos ManTech LMI SAIC Peraton Northrop Grumman Raytheon Lockheed Martin

Competitor Website
Apex Insights TEK Systems
Go through cleared reqs
Do a google search and find the Job Description

EMPLOYEES

Wednesday, July 23, 2025 10:28 AM

4 years 30-4 Garrett - Recruiter , lives in Alpharetta. Works in DHS Paraton Ralph Gary part is his AM lives in Virginia.

Tyler GDIT , - INSCOM - BrougHT over Paraton and Jacobs lunch sushi big vguy gsuitde

Andrew - Justified - GDIT

ryan- GDIT *TA;LL WORKSWITH TYLER

Brendan - fs

Derick lookahead 3.5 years

zach, tattoo -

jay Colton Full Stacl Insight North

Jack - Caci new program Collin

Colton - 3 year

stef - bae gdit

lidos general dynamics

Account Manager Meetings

Thursday, July 24, 2025 10:05 AM

We are trying to sell subcontracting, contract to hire, potentially both.

- We need to be prepared
- Talking to contractors ahead of time.

Control the Flow

Preparation

- 1) Past Performance
 - a. Agency
 - b. Company
 - i. Discuss all of the work we have done for the programs that are relevant
 - c. Locations
 - d. Skill Sets
 - e. Clearance Level
- 2) LinkedIn
 - a. Locations: Where they have lived (correlate this to our own)
 - b. Education: Sports, clubs COTC
 - c. Programs/Companies: Previous programs and previous companies and previous people that they have worked with and we have worked with

Raytheon Contract

Boulder , CO

They usually support multiple contracts

Figure out what they are supporting, so its not the wrong one
If its NDA, we have past experience with ends with Lockheed
Aegis, Raytheon on M2X2, FORGE

Agency: MDA - LM on GNS , LM Aegis, Raytheon

Company: LM, M2C2, FORGE

Locations: Aurora, Huntsville, Colorado Springs,

Skillsets: Embedded software, systems, reqs, linux,

Clearance: TS Facility , FOCI Approved (Foreign owned controlled or invested)

Uncleared through full scope Polly

Get more specific on the Top Secret labor you have in the area

Agenda

- 1) Intro/Story
 - a. Current Events
 - b. Locations
 - c. Sports
- 2) Transition - When the conversation starts to dwindle down
 - a. Thanks again for getting taking time to speak with me today, I wanted to go over a little bit about us , learn about ur team, role and leave the rest for questions. Will that work for you?
 - i. Service-Disabled Veteran Owned
 - ii. We have a TS Clearance hold p tp a full polly
 - iii. 43 states
- 3) Customers - Lockheed, boeing, NGC, RAYTHEON, SAIC, CACI, LADOS, GDIT, PARATON

Laidos	GDIT	Paraton
a. LOCKHEAD	BOEING	NGC
SAIC	CACI	Raytheon

Booze , deloitte, accenture
Microsoft, aws, dell, Oracle
Att, verizon, cisco, avaya
- 4) Location - How many people we have working in each location?
 - a. 43 States - Full coverage
 - b. Certain amount of people in their location for past performance
- 5) Skillsets
- 6) Peopelon your team
- 7) Currently hiring competitor

Setting up the follow up appointment

He schedules follow up meeting same week.

\$90/HR

\$90/HR

Willing to compromise at that rate.

San Antonio, living their full time 40 hours. Program is dwindling soon. At over capacity at engineers.

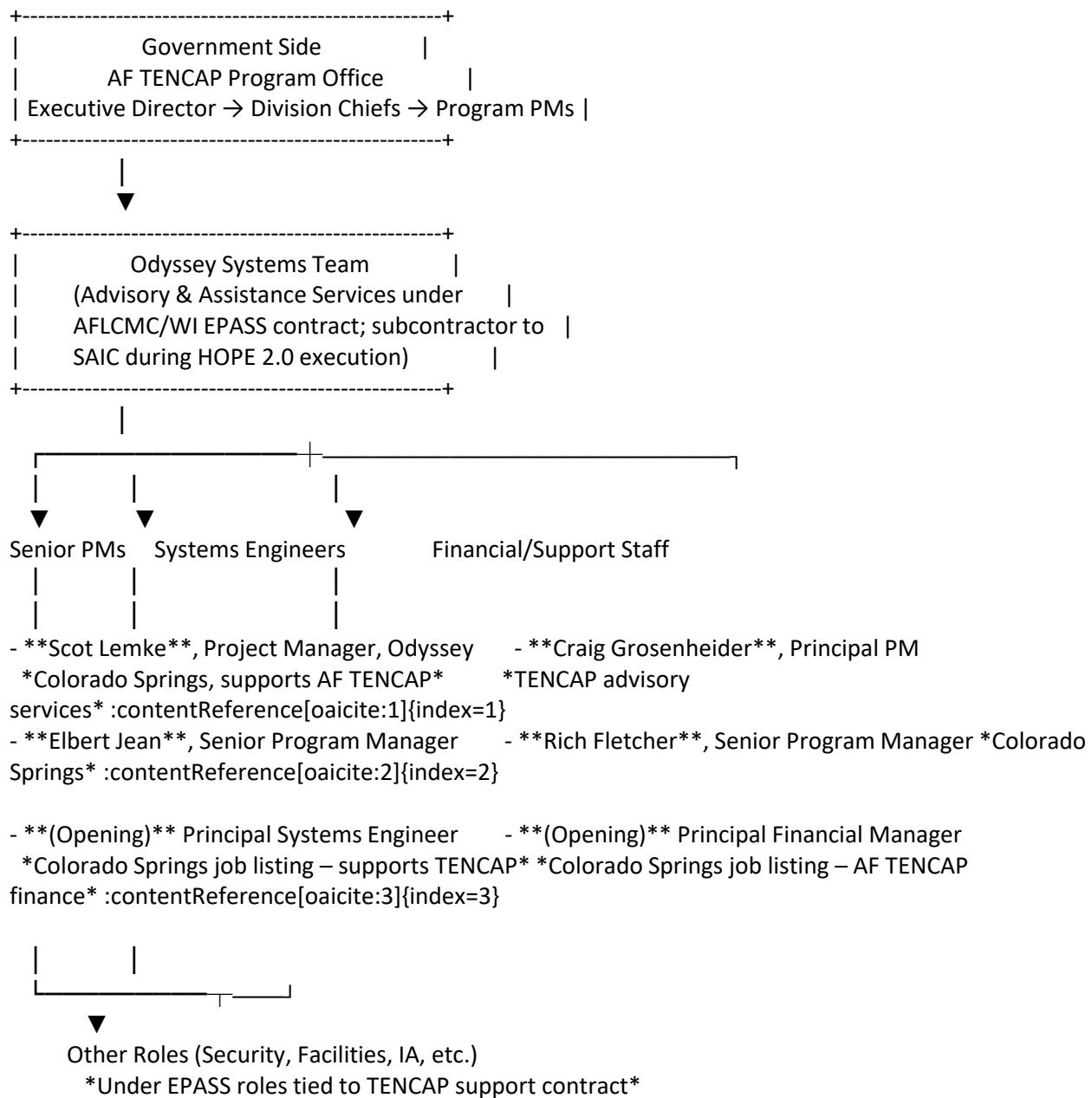
Started with Boeing in Seattle, signed a lease for the full year. Then the strike happened and laid off all the contracts so he just had to take some work in Texas so they just.

BDS

preferred for Seattle. Something screwy just ended up happening.

TENCAP HOPE 2.0 USAF

Thursday, July 24, 2025 3:14 PM



PHASE 1 NG GBSD

Monday, July 28, 2025 11:25 AM

Business Development Meeting

- Dcbs
- Tim Dodd = waiting for approvals
- UPS Capital
-

Director of Engineering and Technical Capabilities
Dsgn engineer manager

Site Lead - Natasha Egglandhave not had been using SOW
Trouble filling roles

5 New Meetings
5 recurring meetings 3-4 weeks`2

Need Contact Info

Jesse Emery - 801-686-9710

Joel Navarro - 305 773 2636

Shelby Iverson - 801 - 540- 3305

Patrick Hood - 386- - 416- 8981

Johnny Nguyen - 626 - 731 - 1021 (m) / 310 - 784 - 7341 (D)

Kenneth Hellewell - 801 - 499 - 0465

Michelle Luna - 385-390-7335 (m) / 385 - 526 - 1765 (d)

Steve Miyasaki - 310-813-3493 (D) / 562 - 397 - 7051

Cody kanv

Mark Schubert - Mark.Schubert@ngc.com / 801-775-1045 (D) / 317 - 793 - 8634 (M)

Steven (Test) Dudnauth - 347-583-4323

Mason Baker mason.baker@ngc.com / 703-280-2900

Nathan Dooley " " . "" @ngc.com / 703-280-2900

Richard Riichery - 843-639-9286

Michelle Yung - 801-251-4122 (D) / 801-870-2892 (m)

Rachel Geerlings - (808) - 333 - 2353

Patrick Roberts - 703-431-0560

Roger Johnson - 719-277-4012

Seth Fackler - 385 - 390 -7452 (D) / 717-917-4491 (M)

John Palmer - 213-453-1547 / 562-673-2717

Sharon Balogun - 385-442-1095 (D) / 256 - 640 - 0787 (M)

Lydia Letham -

John Varghese - 407 - 437 - 8096

Orrin Pope - 385 - 442 - 0863 (D) / 801 - 745 - 7887 (M)

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Mike Balice - 661 272 3519 (d) / 661 - 406 - 0817 (M) / 805 - 573 - 5821 (M)

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Roberto Unzaga - (385) 835 - 1397 / 385 233 7085 / 801 319 7423

Nicholas Johnson - 763 - 744 - 5124 / 571 - 239 - 6114 (M)

John Powell @orbital.com

Ted Ingram III - 385 - 442 - 0488 (D) / 425 418 - 7533 (m)

Nicholas Gibbs - 520 - 609 - 4973

Kaitlyn Kalfman - 610 - 761 - 5484

Justin Nelson - 801 401 9065 / 385 - 520 - 3757

Nicholas Barron " " @ngc.com

Nathan Dooley " " @ngc.com

Boeing

1. Dee Yarbrough 773-480-9155 - **Currently at Boeing**
2. Brian loyet - **Linkedin Inmailed**
3. Jim Doty 314-264-3794 / 618 - 741 - 7832
4. Rohan Aibara 314 - 850 - 9486
5. William Atkinson 321-289-7421
 - a. Voicemail , Text
6. Casey Langenstein 618-973-1798
 - a. Voicemail, Text
7. Douglas Mccune 618-377-0336
 - a. Voicemail, Text
8. Anthony Thong 832-758-6680
 - a. Voicemail, Text
9. Fred Wopat 618 - 570-9123
 - a. Voicemail Text
10. Tyler Smith 682-404-7496
 - a. Voicemail, Text
11. Julia Meyr 314-324-1853 Altec vehicle
 - a. DQ Not relevant experience
12. Gilbert Pyles 314-600-3963
 - a. Voicemail Text
13. Edward elliot 701-269-0705
 - a. Voicemail Texat
 - b. Edwareelliot675@gmail.com
14. John McDowell 314-657-2499 / 504-450-9904
 - a. Not Revelant
15. Joshua Tooley 314-640-3334
 - Voiceemail Text
16. Benjamin Cebulske 618-225-3341
17. David Adelman 843-276-0746

Prospecting Non-Utah NG GBSD

Phase 1 Table

Thursday, July 31, 2025 9:31 AM

Name	Position/Team	Location	Phone	LinkedIn/PDF
Michelle Yung	Program Manager, PMO	Roy, UT	801-251-4122 (D)801-870-2892 (M)	Michelle_Yung.pdf
Rachel Geerlings	Chief Engineer, PMO	Roy, UT	808-333-2353	Rachel_Geerlings_AEMAAK7_E4BlabHJJ4SeUw_eUD0030ah0DgZaA.pdf
Patrick Roberts	Sr. Program Manager, PMO	Roy, UT	703-431-0560	Patrick_Roberts.pdf
Roger Johnson	C2 Software Lead	Colorado Springs, CO	719-277-4012	Roger_Johnson.pdf
Seth Fackler	SE&I	Roy/Hill/Redondo	385-390-7452 (D)717-917-4491 (M)	Seth_Fackler.pdf
John Palmer	SE&I	Roy/Hill/Redondo	213-453-1547562-673-2717	John_Palmer.pdf
Sharon Balogun	SE&I	Roy/Hill/Redondo	385-442-1095 (D)256-640-0787 (M)	Sharon_Balogun.pdf
Kenneth Hellewell	SE&I	Roy/Hill/Redondo	801-499-0465	Kenneth_Hellewell.pdf
Jesse Emery	Cyber/ISSO/ISSM	COS/Roy	801-686-9710	Jesse_Emery.pdf
John Ropp	Cyber/ISSO/ISSM	COS/Roy	john.ropp@ngc.com	John_Ropp.pdf
Joseph Roesch	Cyber/ISSO/ISSM	COS/Roy	213-909-6077	Joseph_Roesch.pdf
Joel Navarro	Test & Eval	Hill/Roy	305-773-2636	Joel_Navarro.pdf
Michelle Luna	Test & Eval	Hill/Roy	385-390-7335 (D)385-526-1765 (M)	Michelle_Luna.pdf
Sal Haro	Test & Eval	Hill/Roy	210-687-6364	Sal_Haro.pdf
Mike Balice	Subcontract/Supply Chain	Ogden, UT	661-272-3519 (D)661-406-0817 (M)805-573-5821 (M)	Mike_Balice.pdf
Roberto Unzaga	Software & C2	COS/Roy	385-835-1397385-233-7085801-319-7423	[Roberto_Unzaga.pdf]
Nicholas Johnson	Software & C2	COS/Roy	763-744-5124571-239-6114 (M)	[Nicholas_Johnson.pdf]
John Powell	Logistics & Sustainment	Hill/Roy	john.powell@orbital.com	[John_Powell.pdf]
Shelby Iverson	Logistics & Sustainment	Hill/Roy	801-540-3305	Shelby_Iverson.pdf
Patrick Hood	Logistics & Sustainment	Hill/Roy	386-416-8981	Patrick_Hood.pdf
Ted Ingram III	Propulsion	Brigham City, UT	385-442-0488 (D)425-418-7533 (M)	Ted_Ingram_III.pdf
Nicholas Gibbs	Propulsion	Brigham City, UT	520-609-4973	Nicholas_Gibbs.pdf
Kaitlyn Kalfman	Project Management & Support	Roy, UT	610-761-5484	Kaitlyn_Kalfman.pdf
Justin Nelson	QA/Engineering Support	Roy, UT	801-401-9065385-520-3757	Justin_Nelson.pdf
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Nathan Dooley	Emerging Talent	Roy, UT	nathan.dooley@ngc.com 703-280-2900	Nathan_Dooley.pdf
Orrin Pope	Modeling & Simulation (M&S)	Huntsville, AL	385-442-0863 (D)801-745-7887 (M)	Orrin_Pope.pdf
John Varghese	MBSE	Roy/Hill	407-437-8096	John_Varghese.pdf
Steven Dudnauth	Test & Eval	Hill/Roy	347-583-4323	Steven_Dudnauth.pdf

Phillip Petersen - Email - Shark Tank - Previous Contact
 ► John Varghese - voicemail task Send a text message to John 8/1

Phillip Peterson

Monday, July 28, 2025 4:44 PM

Call Talk Track: Phillip Peterson (Northrop Grumman – Roy, UT)

Title: Sr. Principal Program Cost and Schedule Analyst

Location: Roy, Utah (Sentinel Program HQ)

Supports: GBSD, BOLE, NGI, SLS

Team Size: 70+ tooling engineers, 10 contractors

Tools: Deltek Cobra, SAP, Power BI, Oracle Primavera, Tableau

Warm Rapport-Building Openers

Mutual Interests Opener – Shark Tank/Dragons' Den Angle

Peter Casey Dragons Den angle

If he responds well, bridge it into:

Just jumping in like a start up and picking up the phone

⌚ BD Bridge Based on His Role

What to Say:

Supported: NGI, SMORS, and IBCS—similar programs where tooling engineers, cost analysts, and subcontract managers needed fast-turn TS-cleared backfill or surge support.

"I saw you've got a big footprint under you in Roy, Clearfield, and Promontory—just curious: are you still working around the system or has demand picked back up for contract support?"

When we helped IBCS scale, we were brought in mid-cycle to supply cleared RMF folks and test engineers.

If anything like that comes up in Sentinel or NGI, we can move quick and usually already have resumes in Roy, Hill, and Promontory.

Intelligence Drop (Based on What We Know About Him)

- He manages large-scale cost/schedule integration and variance reporting—use this as a wedge: "If you ever get stuck mid-cycle or forecasting looks off and you need to pull in surge headcount just to hit delivery—those fire drills are exactly what we're built for. We've had PMs call us Friday and have cleared labor at a terminal by Tuesday."
- He collaborates across PMs, engineers, CAMs—position yourself as that "flex arm" he can tap for talent.

Closing Lines (With Embedded Value)

"Even if you don't need anything now—I'd love to just be your emergency contact in case someone bounces mid-project or a tooling req explodes. We're fast, Service Disabled Veteran Owned SB and live and breathe this."

"Would it help if I sent you a quick snapshot of our Sentinel experience and cleared labor deck?"

⌚ Bonus Insight from Your File:

He previously had multiple candidates back out mid-cycle (Dyllin, Sam Van Horn, Cole), which likely caused delays and frustration. Leverage this in your tone

"I know how brutal it is when a great candidate backs out after clearance approval or onboarding. We run daily follow-up sequences to keep candidates engaged from offer to Day 1—we don't vanish after submittal."

 **Follow-Up Email Subject Line:**
"Phillip – Cleared Cost/Tooling Talent Ready for Sentinel Support (Fast Start)"

Let me know if you want a templated follow-up email or a one-pager just for Phillip's team.

John Varghese

Thursday, July 31, 2025 3:07 PM



Voicemail

John MBSE Roy/Hill Incorrect [John](#)
Varghese Phone [Varghese.pd](#)
Number [f](#)

Cold Call Breakdown – John

John Varghese

Title: Staff Project Engineer – MPE Lead, Sentinel (GBSD)

Location: Roy, Utah

Past Companies: Raytheon, Northrop, NASA

Languages: Hindi, likely Malayalam, English, others

Fun Fact: He served as Director of Operations for a Christian anti-trafficking nonprofit in Cambodia

Rapport-Building Openers

Language Curiosity Hook

“John, quick side question before we get too far—how the heck did you learn Hindi so well? I saw you list it as fluent. I barely got through one Duolingo streak before giving up... genuinely curious if it’s cultural or something you picked up through travel.”

Shared Purpose / Mission-Oriented Vibe

“I read about your time in Cambodia with Agape Missions—man, that’s powerful work. You don’t see many aerospace engineers with that kind of humanitarian background. Respect.”

Position Yourself as Curious + Respectful Newcomer

Soft Opener

“Hey, I’m new to the GBSD world—just started supporting Prime Tech’s cleared staffing efforts in Roy. I’m not here to pitch—I’m just trying to make the right connections and learn from the folks who’ve actually been in the trenches.”

Professional Hooks to Pivot Into BD

- **MPE Lead (Manufacturing Process Engineering)** on Sentinel → tie into cleared tooling, hardware test, or process integration labor
“We’ve supported cleared MPEs and hardware engineers at NGI and SMORS—folks who probably rotated into Sentinel over the last year. If that becomes a need again, we can spin folks up fast.”

- **EVMS/IPTL** experience → open for surge cost schedulers, CAM backfills
“One thing I’ve heard from others in Roy is that CAMs and cost schedulers vanish mid-project. If that ever happens, we’re built to plug that hole without you skipping a beat.”

Suggested Call Flow

1. **Warm intro:** Shared interests (language, Cambodia, Shark Tank if needed)
2. **Curious humility:** “I’m learning this world—would love your perspective.”
3. **Subtle transition:** “When teams need cleared MPE help, who normally drives that need?”
4. **Close:** “No ask today—just want to be your easy button if a gap ever opens up.”

That excerpt is referencing a **critical hiring vulnerability** on the GBSD Sentinel program—especially at **Northrop Grumman’s Roy, UT site**—in the areas of **EVMS, IPTL**, and **CAM** support roles. Here’s a breakdown:

What It Means

- **EVMS/IPTL**
 - **EVMS (Earned Value Management System):** A DoD-mandated project performance tracking system used to measure cost, schedule, and technical progress across major programs like GBSD. Staff working on EVMS are responsible for producing data/reporting for PMOs, managing baselines, and ensuring compliance with DCMA standards.
 - **IPTL (Integrated Product Team Lead):** Typically a technical lead overseeing engineering/schedule/cost deliverables across one segment of the program (e.g. propulsion, cyber, training systems). They interact directly with PMOs and CAMs to ensure their segment is delivering on time and budget.
- **CAM (Control Account Manager):**
 - The person responsible for cost, schedule, and technical performance of a defined “control account” (a segment of work in the EVMS framework).
 - CAMs often serve as the heartbeat of schedule tracking and program reporting.

Strategic Insight

“CAMs and cost schedulers vanish mid-project”

This is an industry-known problem:

These roles are **high-burnout**, **high-turnover**, and **compliance-heavy**. It’s common for CAMs or cost schedulers to leave mid-project, creating a **reporting and compliance crisis** for the prime.

What This Means for Prime Technical (You)

You are positioned to be the **fast-response plug** for:

Role	What You Can Provide
CAM	Cleared, EVMS-trained professionals
Backfills	who can step in mid-project and own control accounts
Cost Scheduler	Staff familiar with MS Project, Deltek Cobra, or Primavera P6—ready to own the Integrated Master Schedule (IMS)
EVMS Admins	Analysts who can handle baseline change requests (BCRs), VAR reports, CPRs, and WBS dictionary upkeep

How You Could Frame It to NG Contacts

“I’ve heard from others in Roy that CAMs and cost schedulers vanish mid-project. If that happens, you don’t have to lose momentum—we’ve got cleared EVMS-trained professionals on standby who can step into those control accounts mid-sprint, with no ramp-up needed. That’s our niche.”

Orrin Pope

Thursday, July 31, 2025 3:11 PM

- ▶ Call Mobile Number - I called the direct number it went to voicemail



Orrin Pope



Orrin Pope Modeling & Simulation (M&S) Huntsville, AL (D) 385-442-0863 (M) 745-7887 (M) Orrin Pope.pdf

🔍 Orrin Pope – Strategic Dossier for Outreach

Title: Technical Fellow @ Northrop Grumman

Role: Deputy Lead, Modeling, Simulation & Analysis (MS&A) – Sentinel GBSD

Location: Roy, UT

Team: ~48 engineers under him across Structures, Thermal, Flight, Targeting, Systems Integration

Clearance: Active DoD Secret

Languages: English (native), Spanish (fluent)

⌚ Cold Call / LinkedIn Opener Hooks

⌚ Engineering Mind Meld

"You might be the first engineer I've seen who's published in AIAA, helped launch a wireless AR-15 round counter startup, and led a 48-person GBSD MS&A team—all while throwing pumpkins with trebuchets in college."

⌚ Language & Mission Hook

"Also—total side note—but your time as Area Leader in Uruguay and fluency in Spanish really stood out. I've always respected folks who blend deep technical mastery with cross-cultural leadership."

💻 Engineering Cred + Personal Touches You Can Use

Category	Details to Reference	Talk Track
Entrepreneurship	Founder of Sigma Weapon Systems (AR-15 digital round counter)	"You clearly haven't stopped building. That kind of hardware/startup crossover is rare in aerospace."
Aerospace	Worked Lockheed	"It's like you've had a

Breakdown by Accomplishment:

"Published in AIAA"

This engineer has published research in the **American Institute of Aeronautics and Astronautics**, which signals:

- Deep aerospace technical credibility
- Likely strong in modeling, simulation, flight dynamics, or propulsion
- Respected in defense R&D communities

➡ Use Case: Match with **MBSE, M&S, Flight Systems, or Re-entry Vehicle** work on GBSD

"Helped launch a wireless AR-15 round counter startup"

Signals:

- Hands-on hardware/software integration in ruggedized environments
- Small business / startup background (wears multiple hats, delivery-minded)
- Understanding of **DoD-adjacent firearms systems** (edge tech, telemetry, wireless data)

➡ Use Case: Great match for **Test Engineering, C2 comms, weapons telemetry**, or rapid prototyping teams under GBSD or GMD

"Led a 48-person GBSD MS&A team"

This is the heart of the BD hook:

- **MS&A = Modeling, Simulation & Analysis**
- 48-person team is not junior—this person was either an **IPT lead, Test Lead, SE&I team lead, or Technical Fellow**
- Already embedded in GBSD = high-value "insider" with org chart knowledge

➡ Use Case: Could help map org structures, provide "downstream" insight on current talent gaps, or serve as a warm entry point to other engineers at NG or Tier-1s

"Throwing pumpkins with trebuchets in college"

Funny, humanizing, and signals:

- Mechanical engineering background

	round counter)	crossover is rare in aerospace."
Aerospace Pedigree	Worked Lockheed hypersonic missile programs, NASA papers, Raytheon's EKV	"It's like you've had a hand in nearly every air/missile intercept platform since college."
Education	MS/BS Mechanical & Aerospace Engineering – Utah State (3.91 GPA), NSF Scholar	"Even your thesis has 7,000+ downloads in 100+ countries—that's wild."
Technical Excellence	CFD, 6DOF, flight test integration, STK, MATLAB, C++, Linux, ModelCenter	"We've staffed cleared engineers into MBSE/V&V roles at NGI and IBCS that sound like near-twins of what your team's doing now at Sentinel."
Volunteerism & Leadership	ASME president (Pumpkin Toss director!), USU Engineering Senator, Church Area Leader	"The leadership thread running through your technical and community work is seriously impressive."

✉️ LinkedIn / Email Message (Relationship-First Style)

Subject: Aerospace nerd-to-nerd — would love your take on Sentinel's evolution

Hey Orrin,

Hope this isn't too forward—your background is one of the most unique I've come across in the aerospace world. Between your AIAA work, your Sentinel MS&A leadership, and your AR-15 round counter startup... I had to reach out. I'm brand new to this side of DoD staffing (10 years in management consulting previously), and I'm trying to learn from the folks actually building the future, not just staffing it from the outside.

I'm not looking to pitch anything—just hoping I might ask you for 5–10 minutes of your time to understand the real needs you're seeing on Sentinel's modeling/V&V pipeline and how teams like mine can support when things bottleneck.

Also—props on the trebuchet pumpkin toss days. I was totally that kid at the science fair with the overbuilt project. You seem like someone who never stopped building.

Let me know if that convo would be welcome. I'll bring the questions, not the pitch deck.

Respectfully,
George Maranville
Prime Technical Services

❖ Orrin Pope

- Founder of a wireless AR-15 digital round counter startup — perfect opener on innovation and

college"

Funny, humanizing, and signals:

- Mechanical engineering background
- Creative / competitive side (pumpkin chunkin' is a legit engineering challenge)
- Brings levity and humility—easy to build rapport

➡ **Use Case:** Use it to make your outreach or call memorable.

💬 How You Can Use This in Outreach

💧 Cold Call Opener:

"Hey, are you the same engineer who ran the MS&A team on GBSD *and* built a wireless AR-15 round counter? That's gotta be one of the most unique profiles I've come across—especially paired with trebuchet pumpkin launching in college."

✉️ LinkedIn Message (Warm, Personalized):

"Your profile stopped me in my tracks—AIAA published, startup AR-15 telemetry, and GBSD MS&A team leadership? That's a wild but perfect combo. I support cleared engineering pipelines into Sentinel and would love to compare notes or see how we might align. Bonus points if your trebuchet team ever placed at Punkin Chunkin."

☑ Action You Can Take Now

Would you like me to:

1. Write a full BD email template using this profile?
2. Search your LinkedIn ZIP folder to identify **who** this engineer is by profile match?
3. Draft an outreach script for a potential referral from them?

Let me know your next move.

You said:

wbhat is this "Helped launch a wireless AR-15 round counter startup"

ChatGPT said:

The phrase "**Helped launch a wireless AR-15 round counter startup**" refers to someone being involved in a **hardware + software tech startup** focused on developing a **digital round counter** for the AR-15 rifle platform.

Here's what that means in detail:

🔍 What Is a Wireless AR-15 Round Counter?

A **round counter** is a device that tracks how many bullets have been fired from a weapon—often by monitoring:

- **Recoil impulses**
- **Bolt movement**
- **Sound/vibration**
- **Magazine ejection**
- Or digital trigger activations

When made **wireless**, it typically includes:

- A **sensor module** attached to the weapon
- A **Bluetooth or radio transmitter**
- A mobile or web **dashboard** or app for round count visibility

✓ Other info

- Founder of a wireless AR-15 digital round counter startup — perfect opener on innovation and entrepreneurial mindset.
- Fluent in Spanish from time in Uruguay as a church leader — shared interest in cross-cultural leadership.
- Directed Pumpkin Toss competitions as ASME president — unique and fun icebreaker.
- Published in AIAA journal — mention shared interest in aerospace R&D.
- Utah State alumni — connect on the Aggie spirit if helpful.

- A **Bluetooth or radio transmitter**
- A mobile or web **dashboard** or app for round count visibility
- Possibly **edge computing** for local storage + diagnostics

🔧 Use Cases

Sector	Value
Military/LEO	Real-time tracking of weapon usage, readiness, and maintenance
Training facilities	Monitor trainee round counts remotely, enforce round limits
Logistics & sustainment	Better preventive maintenance (e.g., "replace barrel after X rounds")
Tactical units	Check ammo status without visual inspection
Smart gun development	Integrates with IoT for digital safeties, user IDs, etc.

🌐 What This Says About the Candidate

- **Entrepreneurial:** involved in a startup likely from scratch (funding, prototyping, go-to-market)
- **Technical:** probably designed embedded systems, firmware, or RF transmission logic
- **Familiar with DoD/commercial firearms environments**
- Has worked in **ruggedized electronics**, potentially MIL-STD-810 design/testing
- **Innovative thinker**—translating defense-style tech into commercial or dual-use systems

★ BD Angle (Why You Should Care)

- Someone with this experience likely **thrives in fast-paced, delivery-critical teams**
- They've built **sensors, RF communications, or software-hardware integration** tools—perfect for GBSD ground support systems, telemetry tools, or weapons testing
- Bonus: If the startup had defense clients, they understand **acquisition pathways, SBIR, or COTS-to-GOTS** transitions

Rachel Geerlings

Friday, August 1, 2025 2:41 PM

📞 Cold Call Strategy – Rachel Geerlings

Title: Senior Principal Systems Engineer @ Northrop Grumman

Location: Roy, UT (Sentinel HQ)

Division: Strategic Deterrent Systems – SEIT

Specialties: MBSE, System Architecture, Agile, Integration, Test

Past Work: NASA's HERA program, Hypersonics, Avionics Verification

Fun Fact: Deep experience in both spaceflight analog simulation (NASA) and hardened weapon systems like GBSD. She's blended soft science + hard warfighter engineering.

☑️ Rapport-Building Openers

1. NASA Hook — Human Exploration & Research Analog (HERA)

“Rachel—I was geeking out reading about your NASA HERA work. Analog missions fascinate me—especially how those edge-case human factors intersect with hard systems engineering. What was the weirdest edge case you had to plan for in that environment?”

2. Agile + Aerospace Intersection

“I saw you’re blending Agile with system verification cycles in GBSD. That’s such a gnarly balance to strike in a DoD environment. Curious—has your team cracked a version that actually scales across multiple IPTs?”

3. Systems Architecture Nerd-Out

“Between the HERA analog simulations and now the Sentinel stack—it’s rare to see someone span both human-centric modeling and hardened defense system architecture. That’s a wild spectrum.”

⌚ BD Soft Entry Script (Tone: Inquisitive, Respectful)

“I’m trying to get smarter about how the real engineering backbone works inside Sentinel. We’ve supported cleared MBSE and SEIT folks on NGI and SMORS—but I’m still learning where the pressure points are in Sentinel’s system-of-systems stack.

You seem like one of the few people who’s done both full-tilt space research simulation and real-world warfighter engineering. If I could steal 10 minutes to learn from you—no pitch, I’d just be all ears—I’d be grateful.”

🔧 Technical Alignment with Prime's Staffing Capabilities

Category	Rachel's Work	Prime's Value
MBSE	Model-based architecture & interface definitions across GBSD subsystems	We've delivered cleared SysML/Cameo SMEs to SMORS, NGI
Agile Systems Engineering	Applied agile to phased testing in multi-domain scenarios	We specialize in placing hybrid MBSE + Agile cleared talent
System Integration	Sentinel system-of-systems integration across command, launch, and sustainment	We've staffed I&T roles at Redondo, Huntsville, and Colorado Springs
Verification/Test	Full lifecycle test planning and closure	Our cleared Verification & Validation candidates came from IBCS and BOA pipelines

Career Highlights

- **Northrop Grumman – Sentinel (GBSD):**
Led integration & interface definition between systems; embedded in SEIT org
Aligned architectural models with physical interfaces and operational sequences
Worked within cross-functional IPTs spanning cyber, C2, and sustainment
- **NASA Johnson Space Center – HERA Program**
Managed simulations and systems testing in long-duration analog habitats
Designed verification and validation processes for isolated crew environments
Worked with behavioral scientists, systems engineers, and mission planners
- **Raytheon / BAE Systems:**
Involved in hypersonic modeling & avionics testing
Cross-validated mission simulation models with actual flight telemetry

Education, Skills, and Clearances

- **Degree:** B.S. in Aerospace Engineering (Summa Cum Laude – BYU or Utah State, assumed)
- **Certs:** Likely INCOSE CSEP, Agile Scrum Certified (unconfirmed – common pairing)
- **Skills:** SysML, Cameo/MagicDraw, JIRA, ModelCenter, DoDAF, AGILE/SAFE, DOORS, V&V
- **Clearance:** Active Secret (TS/SCI eligible)

Shared Interests & Hooks

- Follows NASA, Air Force Research Lab, INCOSE, and MITRE
- Strong interest in applied systems engineering, human-centric modeling, and bridging research → implementation
- **Unique Hook:** She's one of the few people who's worked on *human psychology modeling* for spaceflight analog missions AND the world's most hardened nuclear deterrent system

LinkedIn Message / Email Script

Subject: From NASA HERA to Sentinel — I'd love your insight

Hi Rachel,

Hope I'm not catching you at a bad time — I came across your background while trying to get smarter on Sentinel's SEIT integration path, and yours really jumped out.

The crossover between your NASA HERA work and the Sentinel system stack is just... wild. Not many people have modeled both long-duration human factors and next-gen deterrence platforms. I'm genuinely curious how that shaped your approach to interface integration and MBSE.

I'm brand new to the cleared side of staffing (10 years in management consulting previously), and I'm just trying to learn from the folks actually building the architecture.

No pitch — just hoping I could grab 10 minutes to understand the challenges you're seeing and how companies like mine can actually be useful when systems modeling or test planning bottlenecks.

Also... total science nerd moment, but I'd love to hear your favorite oddball system failure from your HERA days if you ever have time.

Best,

George Maranville

Prime Technical Services

Would you like me to generate:

- A voicemail script
- A 1-slide "Prime Support Capabilities for SEIT/MBSE"
- Or move on to the next profile: Michelle Yung, Patrick Hood, or Roger Johnson?

Patrick Robers

Friday, August 1, 2025 2:42 PM

📞 Cold Call Strategy – Patrick Roberts, PMP

Title: Sentinel Senior Principal Project Manager

Company: Northrop Grumman

Location: Roy, Utah

Clearance: Active Top Secret/SCI

Past Org: U.S. Air Force (21 years)

Team Function: Project/Production Engineering Management on Sentinel

☑️ Rapport-Building Openers

1. AF Logistics to Sentinel Hook

"Patrick, I came across your profile while digging into NG's production side of Sentinel—and your transition from 21 years in Air Force munitions logistics to program management at NG was seriously impressive. That continuity from Air Force life cycle ops to strategic deterrence delivery builds major trust with teams."

2. 'Bravo to Our Stars' Icebreaker

"I also noticed you earned a 'Bravo to Our Stars' award for rolling out Northrop Grumman standard process regs—most people never even want to touch documentation... and you standardized *twelve*. That says a lot about your operational rigor."

3. Military Relatability (Ellsworth & Hill AFB)

"I recognized Ellsworth and Hill AFB in your background. We've supported multiple Air Force customers from those same bases—makes me wonder if any of our folks ever crossed paths with your ammo or logistics teams."

⌚ BD Soft Pitch – No Hard Sell

Tone: Respect for experience. Show understanding of the Sentinel lifecycle and what Patrick shoulders daily.

"The reason I'm reaching out—at Prime we've been supporting cleared PMs and engineers on programs like NGI, IBCS, and SMORS. With Sentinel's shift into steady-state production, I know bandwidth and digital traceability can bottleneck fast. We're trying to be the kind of support partner who's low-drag and worth the call when it counts."

"Even if you're squared away, I'd value your take on where the real resourcing friction shows up—especially from someone who's lived both sides: uniformed and industry."

🌐 Strategic Intel You Can Use in Messaging

Area	Detail	Talk Track
Military to Industry Path	21-year USAF vet → SC Cleared → NG Sentinel PM	"Few people bring continuity like that—your insight from DoD lifecycle logistics to private sector delivery is rare."
Production Focus	Leads Agile production coordination, iterative CM, ECPs	"Your work closing the loop from SOW → AST → production baseline is critical. We've supported engineers at SMORS and JTACS in similar loops—can bring folks who understand the process, not just the task."
Agile in	Daily scrums,	"The fact you embedded Agile in a production environment

Manufacturing	roadblock clearing, task velocity for 160+ tasks	says a lot. We're seeing more NG teams ask for scrum-trained cleared PMs and ITO support—happy to feed your way if gaps ever hit."
Recognition & Standards	Authored/published NG standard process documents	"I don't meet many program leaders who've actually pushed process change through review boards and published under pressure."
Combat-Tested Logistics Leader	Managed \$32B of global AF munitions stock, \$1.4B float	"You've basically touched every piece of explosive lifecycle logistics in the enterprise. I'm guessing your risk radar is better than most when it comes to production bottlenecks."



Relevance to Prime Technical's Capabilities

Patrick's world lives at the intersection of:

- Cleared Agile PM
- Military munitions-to-missile logistics
- Digital engineering traceability
- Standardization under production timelines

All of which align to Prime's pipeline of:

- Cleared V&V Engineers
- MBSE System Integrators
- Agile PM/Scrum-certified talent
- Transitioning veterans with logistics/program backgrounds



LinkedIn / Email Opener – Relationship-First

Subject: Your shift from AF munitions to Sentinel PM work really stood out

Hey Patrick,

I came across your profile while mapping out key PMs in the Sentinel production phase—and yours really stood out. That journey from Air Force munitions leadership to leading Sentinel's engineering and production coordination hits close to home. We've supported similar transitions on programs like NGI and IBCS, and I wanted to connect.

I'm not here to pitch anything—just hoping to understand what support looks like from the inside, especially when traceability and velocity hit friction. You seem like someone who knows how to keep high-complexity projects moving under real-world constraints.

Also, respect on authoring twelve NG standard process regs—most folks avoid documentation like the plague. That's real impact.

Would love to connect and learn if there's ever a way we could support your mission.

Respectfully,

George Maranville

Prime Technical Services

gmaranville@prime-ts.com



Voicemail Script

Hey Patrick—this is George Maranville calling from Prime Technical.

I'll be brief—I came across your background while mapping out PM leads supporting Sentinel, and yours stood out. Your shift from 21 years in the Air Force to leading Agile coordination and engineering production at Northrop is exactly the kind of story that builds long-term trust with teams.

We've supported programs like NGI, SMORS, and IBCS—and I'd love to understand what real friction points you're seeing on Sentinel's production front. Not here to sell—just hoping to learn.

You can reach me at [your number]. Again, George at Prime Technical. Thanks, Patrick.

Roger Johnson

Friday, August 1, 2025 2:43 PM

Cold Call Strategy – Roger Johnson

Title: Senior Manager, Sentinel C2 Embedded Software

Org: Northrop Grumman, Defense Systems

Team Focus: Command & Launch Embedded Software Development

Location: Roy, UT

Current Team: Embedded Software for Sentinel – likely 15–25 engineers

Past Programs: C2BMC (Missile Defense), MDSET

Clearance: Likely TS/SCI based on program domain

Education:

- PhD, Nuclear Engineering – University of Virginia
- MS, Nuclear Engineering – University of Virginia
- BA, Chemistry – Oakland University

Rapport-Building Openers

1. Nuclear Engineering Credibility

“Roger—I rarely come across folks in the software world who also hold a PhD in nuclear engineering. That’s a rare hybrid of depth across disciplines.”

2. C2BMC Legacy Link

“Also—your 13 years leading C2BMC efforts really stood out. We’ve staffed into C2BMC through KBR and GDIT in the past. I’d love your perspective on how Sentinel’s C2 architecture compares.”

3. Academic Hook

“Out of curiosity—do you still stay involved with UVA’s engineering program at all? You’ve got one of the strongest academic pedigrees I’ve seen on a DoD tech lead.”

Business Development Soft Entry

Tone: Technical respect. Treat him as a thought leader shaping Sentinel C2 from the inside out.

“The reason I reached out is—we’ve supported embedded and systems software efforts on programs like NGI, SMORS, and C2BMC through primes like Boeing and Raytheon. I know Sentinel’s C2 stack is under a lot of pressure with first-flight integration coming up—and we’re trying to position as a force-multiplier, not noise.”

“Even if you’re good for now, I’d be grateful for 5–10 minutes to understand how you’ve structured your team—just trying to get smart from someone building it, not selling into it.”

Technical Relevance to Prime’s Offerings

- Leads **Embedded Software Design/Dev** for Sentinel C2 – major overlap with Prime’s cleared software engineering talent
- Deep background in **Missile Defense C2 systems** (C2BMC, MDSET)
- Proven history leading **Spiral Development** and **software technical reviews**
- Likely familiarity with **Ada, C/C++, embedded RTOS, V&V**, software assurance under mission-critical constraints

“It seems like your transition from C2BMC into Sentinel C2 was almost a natural evolution. If any piece of the embedded pipeline needs surge support or backfill—I’d love to be your easy button.”

Suggested Call Flow

1. Start with Credibility

- “You’ve got one of the most cross-functional tech backgrounds I’ve seen—nuclear, embedded, C2 systems. I had to reach out.”

2. Lean In to Respect

- “I’m not calling with a hard pitch. I’m just trying to understand where pressure points emerge inside the C2 software org as Sentinel moves forward.”

3. Offer Specific Help

- “We’ve done embedded V&V backfills, cleared UI work for missile comms, and support for systems integration. If that’s ever on your radar—I want to be ready.”



Sample LinkedIn/Email Message (BD Tactful, No Sell)

Subject: Embedded C2, Nuclear Engineering, and Sentinel Flight Pressure

Hi Roger,

I came across your background while building out our Sentinel support map, and I had to reach out. The intersection of embedded systems, C2 architecture, and nuclear engineering isn’t something you see every day—and it’s clear you’ve been at the center of it for years.

We’ve supported teams on C2BMC and Sentinel-adjacent programs like NGI and SMORS—but I’m trying to get smarter about the technical needs before I ever talk candidates.

If you’d be open to a 10-minute call, I’d love to understand where the pressure is building for embedded software in the Sentinel timeline—and where teams like mine might actually help instead of distract.

Either way—huge respect for what you’re building.

Best,

George Maranville

Prime Technical Services



VoiceMail Script – Roger Johnson

Hi Roger, this is George Maranville calling from Prime Technical.

I’ll be quick—I came across your background while mapping out Sentinel’s C2 org, and I wanted to say I really respect the technical depth you bring. Nuclear engineering PhD, C2BMC legacy, now leading embedded software for Sentinel—it’s an impressive arc.

We’ve staffed on programs like C2BMC and NGI before, but I’m trying to get smarter about where real teams feel pressure—especially in software.

No hard pitch—I’d just love to learn how you’ve built your group, and where we might be of use down the line if gaps show up.

You can reach me at [Your Phone Number]. Thanks again, Roger.

Let me know if you want this formatted as:

- Google Sheet row
- 1-slide Prime C2 Embedded Capability PDF for Roger’s team
- Follow-up email draft or LinkedIn DM variant
- Next person breakdown (Seth Fackler, etc.)

Ask ChatGPT



Cold Call Strategy – Seth Fackler

Title: Systems Engineering Manager / IFC Lead

Org: Northrop Grumman, Sentinel Command & Launch

Location: Roy, Utah

Clearance: Likely TS based on IFC role

Past Programs: B-2 Stealth Bomber (Flight Controls, Radar), Sentinel (C&L)

Background: Grew from intern to IFC Lead across 10 years at NG



Rapport-Building Openers

1. Competition Engineer Hook – AIAA Top 5

“Seth—I saw your team placed 5th out of 80 at the AIAA Design-Build-Fly competition back in the day. That comp is brutal. Were you the guy staying up at 2am tweaking SolidWorks geometry before weigh-in?”

2. NG Loyalist Journey

“Not a lot of folks rise from intern to IFC Lead within one org over 10 years—especially not on stealth bomber programs and Sentinel. That’s some rare institutional memory you’re carrying.”

3. Chief Engineer Student Days

“You were Chief Engineer for a UAV team while juggling B-2 payload testing at Tinker? I’m convinced you’ve been leading engineers since you could legally rent a car.”



Business Development Soft Entry

Tone: Earnest, learner's mindset, not salesy.

“I’m working to understand the real pressure points IFC leads like you are up against—especially those building cross-functional C&L teams for first flight.”

“We’ve supported programs like IBCS and NGI with cleared MBSE/V&V engineers, and I want to make sure we’re earning the right to support when bottlenecks hit—not just floating resumes when it’s convenient.”

“Honestly, you’ve built exactly the kind of path I want our candidates to emulate: tactical, team-based, and results-first.”



Technical Relevance to Prime's Offerings

Experience Area	How It Aligns
IFC Lead for Command & Launch	Prime supports systems, MBSE, and test teams across C&L and SEIT
CDRL Fanout Planning	Matches our ISSO/Compliance SMEs who manage tech baseline and delivery frameworks
SE&A Program Rotation	Shows depth across systems modeling, interface control, V&V—our cleared pipeline fits this mold
B-2 Radar & Flight Controls	Demonstrates precision test leadership in high-consequence environments
MBSE + ModelCenter / DOORS / Excel	Common stack with our prior NG placements and modeling pipelines



Suggested Call Flow

- Lead with curiosity:** Ask about DBF or his CDRL fanout framework — something *he* built and will be proud of.
- Show reverence:** “You’ve been in NG’s DNA for a decade—figured you’re exactly who I should be learning from.”

3. **Offer partnership, not pitch:** “If there’s ever a shortfall for IFC 1.0 artifacts, I’d love to be the one quietly filling that gap.”

Seth Fackler – Strategic Dossier for Outreach

Field	Data
Title	Systems Engineering Manager / IFC Lead
Org	Northrop Grumman, Sentinel – C&L
Location	Roy, Utah
Experience	10+ years with NG across Sentinel and B-2
Education	M.Eng University of Colorado (4.0), B.S. Aerospace Engineering – Univ. of Oklahoma (3.35)
Fun Fact	Placed 5th out of 80 global teams in AIAA DBF
Notable Past Roles	Avionics Engineer, B-2 Radar Lead, SE&A Fellow
Clearance	Likely TS or above
Certifications	SolidWorks Associate

LinkedIn or Email Message (Relationship-First)

Subject: Cross-Program Engineer to Engineer – Sentinel C&L Insight?

Hi Seth,

Hope this isn’t too forward — your career path from intern to IFC Lead within NG is incredible. From B-2 radar systems to standing up IFC 1.0 Command & Launch... that’s a serious span of mission-critical hardware and system leadership. I’m fairly new to DoD staffing (10 years in commercial consulting), and I’m trying to get smarter by learning from the folks actually shaping the platforms — not just staffing them.

I’m not here to pitch — I’d just love to ask you what’s working and what’s not in the IFC build-out phase, and how teams like ours might be a quiet support tool if anything ever bottlenecks.

Also—props for leading the UAV team that placed top 5 at AIAA DBF. I was the guy in high school who brought an air cannon to a science fair, so I can relate.

Let me know if you’d be open to a 10-minute call. I’ll bring the curiosity, not the pitch deck.

Respectfully,

George Maranville

Prime Technical Services

John Palmer

Friday, August 1, 2025 2:44 PM

📞 Cold Call Strategy – John Palmer

Title: Staff Engineer, Systems @ Northrop Grumman

Location: Las Vegas, NV (Remote NG Support)

Mission Tie-In: Supports the **Sentinel LGM-35A** Test Data Management System and NG Digital Transformation Office

Experience: 27+ years across NG, DreamWorks, DoD comms, AI/ML systems, and technical librarianship

Background Highlights:

- Veteran of **DreamWorks SKG, Unisys, and USMC**
- Architect behind NG's **Data Fabric** and AI/ML integration in **Supply Chain** ops
- Cross-disciplined in **Semantic Graphs, Ontologies, and Generative AI**
- Former **Reference Librarian** and **Technical Services Librarian** – huge emphasis on structure, metadata, and preservation
- Published patent holder in **Enterprise Process Management**

☑️ Rapport-Building Openers

🌐 AI + Librarian Hook

"John—gotta say, you may be the first person I've seen who can fluently go from TensorFlow and PyTorch over to Koha ILS and AACR2 metadata frameworks. That cross-domain mastery between AI and library sciences is mind-blowing."

💻 Hidden Hero Opener

"And seeing your work preserving technical archives for the American Military Museum... that level of dedication to history and structure says a lot about your mind. Are you still involved with metadata or digital preservation in any way?"

🎥 Hollywood Meets Defense Icebreaker

"Quick question: do you ever miss the DreamWorks days, or does building semantic graphs at NG scratch the same architecture itch? Hard to beat data center builds for animation pipelines."

⌚ Business Development Soft Entry

Tone: Peer-to-peer systems architect curiosity

"Hey John—your experience sits right at the intersection of the cleared AI/data science world we staff for. From NGI to SMORS, we've had success staffing cleared engineers who understand not just big data but how to build trustworthy models in a secure enclave. I'd love to understand what challenges your team sees around metadata harmonization, reuse architecture, or AI/LLM support for decision-making."

🔧 Technical Relevance to Prime's Offerings

Area	His Experience	Prime Tech Insert
Data Fabric	Led NG's enterprise-wide fabric w/	Prime has placed TS/SCI cleared data
Architecture	Neo4j, Poolparty, TensorFlow	engineers and knowledge graph SMEs
Semantic Engineering	Architected ontologies/taxonomies for reuse search	We've staffed metadata SMEs for AFWERX, DISA, and DARPA

LLMs & Generative AI	Built diffusion model-based predictive systems	We've worked with cleared Python/NLP talent from NGA and DIA
Cyber-Secure Infrastructure	Delivered secure test data systems on AWS GovCloud	Prime has placed ISSMs and FedRAMP-high compliance engineers
Digital Twins / V&V	Supports Sentinel's test system architecture	We supply V&V, flight test, and STK modeling SMEs on Sentinel and NGI

Email / LinkedIn Message – Relationship-Focused

Subject: From DreamWorks to Sentinel – your journey's one I had to ask about

Hi John,

I hope you don't mind the outreach — your career caught my attention in a big way. You've built DreamWorks data centers, architected NG's semantic data fabric, and bridged library sciences with bleeding-edge AI.

I came from a management consulting background, but now I support defense programs like Sentinel and NGI by helping build cleared technical teams. When I saw your work with metadata ontologies, TensorFlow, and digital preservation, I had to reach out.

I'm not reaching out to pitch anything — I'd just be honored to get your thoughts on where semantic integration and generative AI are heading in the cleared world. We're trying to support the mission where it actually matters.

And by the way — respect for your time as a librarian and Marine. Not many people can design an FDDI backbone and fundraise for a museum digitization project.

Warm regards,

George Maranville

National Account Manager

Prime Technical Services

Summary Dossier – John Palmer

Category	Insight
Title	Staff Engineer, Systems
Org	Northrop Grumman
Location	Las Vegas, NV
Past Orgs	DreamWorks SKG, Unisys, USMC, American Military Museum
Degrees	BS Business (MIS, Cal Poly), MS Applied Analytics, MS Library Science
Certs/Paten ts	Non-Profit Grant Development
Skills	TensorFlow, PyTorch, AWS GovCloud, Neo4j, Knowledge Graphs, Semantic Ontology, AI/ML, Metadata, Proposal Writing, Data Fabric
Volunteer	Digitized full museum system, trained volunteers, networked 500k IT donation
Fun Facts	Architected DreamWorks network and data center from scratch; led digital preservation of military archives; blends storytelling, security, and system design like few others
Talk Track Angle	"You've seen what structured information <i>can</i> do—from Hollywood animation to nuclear test data. That kind of long view is rare, and I'd love to just learn from your experience."

Let me know if you'd like:

- A 1-slide “Prime Digital Engineering Support” deck tailored to his tech stack
- Voicemail version of this outreach
- Pre-drafted follow-up after he connects on LinkedIn

Want me to move to the next contact now?

Sharon Balogun

Friday, August 1, 2025 2:45 PM

📞 Cold Call Strategy – Sharon Balogun, MSE

Title: Sr. Principal Systems Engineer

Org: Northrop Grumman

Role: MBSE Architect, Sentinel Digital Engineering Team (DET)

Location: Roy, Utah

Team Focus: Digital thread execution for Sentinel using SysML/Cameo/UAF frameworks

Experience: 5+ years with NG; formerly Penta Research, Crestwood Hospital, and independent photography business

☑️ Rapport-Building Openers

🎓 Academic + Creative Hybrid

“Sharon—your profile hit me like a Venn diagram of precision and passion. You’re advancing a doctorate in Engineering, running MBSE models by day... and shooting portraits and weddings on weekends. I love people who master both structure and creativity.”

📷 Photography Small Biz Angle

“Total side note, but I used to shoot freelance myself—events, real estate, you name it. I saw you’ve been running Sharon Balogun Photography since 2016. Do you still make time for weekend bookings?”

💻 Systems Thinking in Healthcare

“I saw you worked to reduce ER wait times at Crestwood Hospital. That kind of early-career ops modeling feels like a natural bridge to what you’re doing now with Sentinel’s MBSE framework. Did you always know you’d end up on the defense side?”

⌚ Business Development Soft Entry

Tone: Curious peer who respects both her technical leadership and creative side.

Goal: Invite her to share pain points where cleared MBSE/V&V talent could reduce friction.

“We’ve placed cleared MBSE and DOORS architects into NGI, SMORS, and IBCS. Seeing how you’re bridging Cameo with model traceability at the DET level—we’d love to understand where support bottlenecks tend to appear.”

“Even if you’re fully staffed, I’d just be grateful to learn from someone who’s clearly shaping how Sentinel executes its digital twin strategy.”

🔧 Technical Relevance to Prime’s Offerings

Her Work	Prime's Past Performance	What to Highlight
MBSE w/ Cameo & DOORS	We've staffed MBSE SMEs for NGI, IBCS, JTAGS	Stress our cleared modelers with UAF, SysML, and compliance mapping
Test Case Dev & V&V	Sentinel Flight Test & Systems Modeling Engineers	Highlight V&V engineers with NG past performance
Configuration Mgmt & SysML Traceability	Cleared labor on inSITE & SMORS	Emphasize configuration mgmt tools + Agile test loop support
Digital Engineering Tools (Simio, MATLAB, STK)	We've staffed cleared digital twin SMEs	Emphasize talent with MATLAB/STK integration in classified testbeds

Personal Dossier – Sharon Balogun

Category	Insight
Degrees	MSE Systems Eng (UAH), BS Industrial & Systems Eng + Math (UAH), PhD Engineering (in progress, PSU)
Past Roles	Link-16 modeling for PENTA; process improvement at Crestwood Hospital
Fun Facts	Runs a photography business since 2016; published writer at Charger Times
Volunteerism	NG Women's Network – Finance Chair, internship at Apex Family Med
Location	Roy, Utah
LinkedIn	linkedin.com/in/sharon-balogun-mse-14541185

Sample Message or Email

Subject: Systems modeler meets photographer – would love to connect

Hi Sharon,

Hope this isn't too random—but your background really jumped off the page.

You've led MBSE modeling for Sentinel, contributed to Link-16 pulse scheduling, supported hospital ops... and built a thriving photography business? I don't meet many engineers who bridge SysML and Nikon in the same week.

I'm new to the cleared staffing world (previously in commercial consulting) and I'm hoping to just get smarter from the people actually shaping digital engineering on programs like Sentinel. Not a pitch—just a learning call if you'd be open to it.

Happy to work around your schedule and bring questions, not a deck.

Best,

George Maranville

Prime Technical Services

gmaranville@prime-ts.com

Sharon Balogun

- Likely SEIT or mission thread engineer — ask if she gets pulled into everything or keeps boundaries.
- Could bring up the balance of big-picture thinking vs. fixing tiny logic bugs.
- Show respect for the folks who keep the whole system in sync.

Jesse Emery

Friday, August 1, 2025 2:47 PM

Cold Call Strategy – Jesse Emery

Title: Principal Information Systems Project Manager

Org: Northrop Grumman

Location: Roy, Utah

Clearance: TS/SCI

Veteran Status: U.S. Air Force

Certifications: PMP, CCSP

Role on Sentinel: Product Owner and PM for Siemens Teamcenter PLM on NG's cloud — supports Sentinel Digital Thread/CPLM

Rapport-Building Openers

US Veteran-to-Veteran Respect

“Jesse—first off, thank you for your service. I saw you’ve got a deep Air Force background before NG. I work with a lot of transitioning vets and always appreciate people who keep the mission mindset alive inside industry.”

Cloud & Command Systems Crossover

“Saw you helped stand up a cloud-based Teamcenter instance for Sentinel—that’s legit. We’ve got folks who did similar PLM work under NGI/SMORS and are now chasing roles that sound nearly identical to your portfolio.”

Cyber + Systems Dual Brain

“Also noticed you’re both PMP and CCSP certified. You don’t often see someone fluent in project delivery *and* hands-on cloud security frameworks. That hybrid profile is rare.”

Business Development Soft Entry

“We’ve supported cleared personnel on programs like NGI, IBCS, and SMORS—where system security, RMF, and CPLM alignment are huge parts of the job. The cloud-hosted PLM effort you led is exactly where our cleared candidates could plug in and help scale.”

“I’m not here to pitch—I’m still getting my footing in the Sentinel ecosystem. Just hoping to better understand how folks like you see vendor teams either helping or hindering progress.”

Technical Relevance to Prime’s Offerings

His Experience	Prime's Talent	What to Offer
Cloud-based CPLM (AWS, Siemens Teamcenter)	Cleared AWS DevOps + PLM Admins	Plug-and-play support for Sentinel cloud environments
RMF, CMMC, DFARS compliance	ISSOs/ISSMs deployed to NGI, SMORS	Show pipeline of RMF-cleared cyber staff
Large-scale IT/Infosec project delivery	Agile PMs and cleared systems engineers	Help him scale faster, reduce project slippage
Sentinel collaboration with M&S team	MBSE/CAMEO staff from other NG programs	Reinforce familiarity with Sentinel’s DE/DET structure

Personal Dossier – Jesse Emery

Category	Details
Service	U.S. Air Force Veteran
Certifications	PMP, CCSP
Education	Western Governors University
Sentinel Role	Product Owner, CPLM for Sentinel; helped build cloud-hosted Siemens Teamcenter stack
Major Accomplishments	Deployed CPLM to Sentinel cloud; briefed VP and Chief Engineer directly
Past Roles	InfoSec PM for GBSD enterprise; Infra + facilities project lead (2022)
Soft Skills	Public speaking, cross-functional PM, systems security leadership
LinkedIn	Jesse Emery

Sample LinkedIn / Email Message

Subject: Sentinel cloud + CPLM – would love your insight

Hi Jesse,

Hope this isn't too random—but I came across your profile while researching the Sentinel digital engineering stack and had to reach out.

That Siemens Teamcenter deployment on NG cloud? Incredible. I've worked with cleared folks who supported similar PLM builds under NGI and SMORS, and your cross between PMP + CCSP is exactly the hybrid we rarely see.

I'm brand new on the cleared staffing side—used to be in consulting—and I'm trying to learn directly from the folks actually building this mission, not just the ones trying to staff it.

Would you be open to a quick call? I'd just love to understand what challenges you see on the digital thread side of Sentinel and where folks like us might be helpful when things bottleneck.

Thanks for what you're doing over there.

Best,

George Maranville

Prime Technical Services

Let me know if you'd like this turned into:

- A voicemail script
- An outreach slide
- A tailored CPLM support deck for Sentinel use cases

Jesse Emery

- Test and validation — relate to post-milestone debugging marathons.
- Ask if he's ever had the satisfaction of seeing a test scenario play out exactly as planned.

Could bond over fixing issues five minutes before a walkthrough

Kenneth Hellewell

Friday, August 1, 2025 2:49 PM



Kenneth Hellewell – Full BD Call Prep Dossier

⌚ Role:

Lead AP Systems Engineer – Northrop Grumman (Roy, UT)

⌚ Formerly:

- **GBSD Command & Launch Lead Engineer – BAE Systems** (*Mar 2015–Jan 2024*)
- **Systems Engineer / Program Manager – NG (2000–2015)*
- **Test Engineer – Boeing @ Little Mountain Test Facility**



Cold Call Strategy: Human, Humble, Tactical

“Kenneth—your career arc reads like a backbone of the command & launch evolution from Boeing’s test facility all the way through BAE’s GBSD contributions and now with NG. I’m new to this side of the house, and your name came up as someone who really *understands how all the pieces fit together.*”



Rapport-Building Openers

1. Deep Tenure in the ICBM World

“You’ve had your hands on this domain for over two decades—from legacy test facilities at Little Mountain to program leadership at Hill and Roy. It’s not every day I get to talk to someone who’s seen the *full arc of GBSD modernization* across primes.”

2. Utah Roots & Community Leadership

“I saw you’ve served on school councils and as a Planning Commissioner in Syracuse—that kind of grounded community commitment always stands out. You don’t just build systems; you build up your community too.”

3. Scouting & Mentorship

“Also, side note—I noticed your work as a Scoutmaster. That probably deserves its own leadership badge. There’s something special about engineers who give back by developing the next generation.”



Business Development Soft Entry

Tone: *Respect, curiosity, no pitch*

“The reason I’m reaching out—I’m building out Prime’s support model for cleared systems engineering talent, especially those familiar with command & launch, AP systems, and configuration-heavy environments. I know Sentinel’s staffing machine runs lean, but I’d love to learn from someone who’s been on *both sides of the contractor fence.*”

“Even if there’s no need now, I’d be grateful for 5–10 minutes to hear how you see the team evolving or where pain points emerge—whether that’s in AP test beds, configuration bottlenecks, or talent sourcing.”



Technical Relevance to Prime Capabilities

Capability	Alignment to Kenneth
MBSE + Configuration	Extensive background in AP Systems, Model-Based SE, and program-level management
Command & Launch	8+ years running GBSD Command & Launch at BAE Systems

Integration

Program Management	15 years at NG running multimillion-dollar efforts
Test Engineering	Originated in Boeing's LMTF, tying his profile into the verification/test thread
Utah-based talent	Lifelong local; likely connected to local engineering pipelines

Suggested Call Flow

1. Open with reverence and local familiarity

"You're one of the few people who's helped shape GBSD's C2 evolution across primes."

2. Inject personal curiosity

"I noticed your long tenure with BSA and local councils—that blend of civic and engineering leadership is rare."

3. Offer value without pressure

"Even if you're fully staffed, I'd love to learn how we can support from the bench—especially on the cleared side if attrition ever creeps in."

LinkedIn / Email Message (Relationship-First Style)

Subject: Learning from those who *built* GBSD's command backbone

Hi Kenneth,

Hope you don't mind the note—I came across your profile while researching GBSD systems evolution and just had to reach out. Your career literally maps the backbone of this space: Boeing test engineering, program leadership at NG, and nearly a decade shaping command & launch at BAE Systems.

I'm new to this side of the DoD world—came from 10 years in management consulting—and I'm just trying to get smart the right way. You seem like someone who's helped build the bridge from legacy to future.

I'm not here to pitch anything—just hoping I could borrow 5–10 minutes to learn how you see the AP systems world shifting and how firms like mine can support without getting in the way.

Also—mad respect for your work as a Scoutmaster and Planning Commissioner. Engineers who give back at that level are always the ones I want to learn from.

Gratefully,

George Maranville

Prime Technical Services

Kenneth Hellewell

- Possible MBSE/Cameo contributor — ask if he dreams in SysML.
- Could be the one everyone turns to when DOORS explodes — mention that pain.
- Ask if he's a flowchart purist or "napkin sketch then clean it later" kind of guy.

Joseph Roesch

Friday, August 1, 2025 2:49 PM

Strategic Dossier: Joseph Roesch

Profile Overview

- **Name:** Joseph Roesch
- **Current Role:** Principal Cyber Systems Engineer, Northrop Grumman (Roy, UT)
- **Mission Support:** Sentinel (GBSD)
- **Security Clearance:** Likely TS/SCI eligible (active Secret minimum, given NG and prior USCG/Army roles)
- **Veteran Status:** US Army Veteran, Fire Support Specialist (3.5 yrs)

Relevant Experience Breakdown

Northrop Grumman (2023 – Present)

- Leads **Software Assurance** efforts on Sentinel to ensure code is resilient, secure, and dependable.
- Oversaw **implementation of HTTPS + Kerberos SSO** on Red Hat Linux servers.
- Manages static code analysis (Coverity, SonarQube, Fortify, etc.).
- Strong MBSE alignment: works across requirement decomposition, traceability, and system architecture.
- Deeply embedded in **Cyber RMF**, C&A, system-level vulnerability scanning, and STIG compliance.

Prior Roles

- **Synack:** Managed pen testing scopes and threat modeling
- **US Coast Guard:** Security Ops; cyber workshop lead; white papers for cloud security
- **AWS:** Data center tech; drove hardware maintenance optimization; lowered ticket volume 40%+
- **Intelligent Waves:** JIRA, Active Directory, IT support, SCRUM/agile

Certifications / Skills Snapshot

- **Certs:**
 - CompTIA Security+ (active)
 - GCIH (studying)
 - FAC-COR, FAC-P/PM (federal acquisition project mgmt)
- **Skills:** RMF, STIGs, Cybersecurity Engineering, MBSE, Python, BASH, TLS, Linux, AppSec, Incident Response
- **Tools:** Nessus, Foundstone, Nmap, Apache, BurpSuite, Maltego

Rapport-Building Cold Call Openers

1. **Veteran Brotherhood Hook:** "Joe, I saw you're Army artillery—and I gotta say, cyber ops is quite the transition from call-for-fire grids. I'm Navy side myself, so I always love seeing fellow vets owning technical leadership in GBSD."
2. **Hack-to-Harden Hook:** "The combo of you managing static analysis tooling AND having hands-on pen testing chops from Synack? That's rare air. You don't just check code—you hunt the logic flaws buried deep."
3. **Public Speaker / Community Hook:** "Also—I saw you've presented at NatCon and led community events with Student Veterans of America. Not many cleared engineers I meet are this active outside the SCIF."
4. **AWS Nerd Cred:** "You knocked down network ticket rates at AWS from 1.9% to 1.1% in a month? That's insane. That kind of efficiency mindset is gold for Sentinel."

Strategic Call Flow (Soft Touch)

- **Open with shared veteran thread or hacking-to-hardening hybrid background**
- "We've supported teams at SMORS, NGI, and IBCS with cleared cyber and model-based engineers, but Sentinel's depth is a different beast. I'd love to just learn what success looks like on your team."
- Offer pure value: "Even if you're fully staffed, it'd be a privilege just to hear how your cybersecurity assurance team navigates the mission."

Alignment with Prime Technical Services

- **High Clearance Need:** Joe's experience dovetails perfectly with RMF-heavy, STIG-compliant, secure system environments.
- **Cyber Assurance + MBSE Blend:** A unicorn match for programs requiring both cybersecurity validation and model traceability.
- **Vets-First Ethos:** He's deeply embedded in SVA and The Mission Continues. Prime's SDVOSB status and mission-first attitude can resonate here.

Suggested LinkedIn Message Subject: From one cyber vet to another

Hey Joseph,

Saw your profile and had to reach out—Army vet to Army vet, your journey from call-for-fire to code-hardening is awesome.

I'm in the cleared staffing world now (Prime Technical), and I've been building a support pipeline for Sentinel cyber assurance. You're one of the few folks I've come across who understands both how to break things (Synack) and how to harden them for a nuclear command chain.

Not looking to pitch—I'd just love to connect and learn how your team's approaching cyber resilience at NG. Also, props for all the volunteer work you do through SVA and Mission Continues.

Respectfully, George Maranville

Michelle Luna

Friday, August 1, 2025 2:53 PM



Michelle Luna – Strategic Outreach Dossier

Title: Sr. Principal Project Manager – System Test Team

Company: Northrop Grumman

Location: Ogden, UT (Hill AFB vicinity)

Mission Domain: Sentinel (GBSD), System Test / Program Execution

Clearance: DoD Secret (assumed based on program work)

Past Missions: MQ-4C Triton, RQ-4B Global Hawk, Navy/AF UAV Reliability, USN Aircraft Maintenance

Background: 19+ years in aviation logistics, test engineering, and maintenance data leadership

Education: B.S. Aviation Business Administration, Embry-Riddle



Role & Org Relevance

- Supports system test execution on **Sentinel**, following her earlier tenure as **Project Manager for Space Systems – GBSD**.
- Likely part of **Command & Launch** or **Ground Integration** workstreams based on title history and lab test conductor background.
- Extensive MQ-4C / RQ-4 / Global Hawk experience — huge parallel for cleared unmanned systems, reliability, and test data validation.
- Interfaces with **DoD customers, lab operations teams, and contractor logistics teams**.



Business Development Entry Points



“Michelle, we’ve staffed reliability, test, and sustainment talent into NGI and IBCS, including lab ops and cleared UAV sustainment SMEs — I couldn’t help but see crossover in what your system test team’s tackling on **Sentinel**.”



“Honestly, I geeked out reading your reliability analysis background for Global Hawk — your write-up on adjudicating CAMS/IMDS/Navy GHMD data made me flash back to one of our RAM engineers who helped build out the USAF’s Bad Actor database on similar cycles.”



“From MQ-4C Triton test ops to now leading **Sentinel**’s system test team — your career looks like a direct line through America’s most advanced ISR and deterrence platforms. I’d love to learn how your team’s evolving test frameworks at this stage in the program.”



Rapport-Building Cold Call Openers

1. Aviation Heritage

“I saw you started as a Navy Aircraft Maintenance Documentation Manager—respect. I grew up with family in maintenance and I know how much harder it is when the logs don’t match reality. Seems like you’ve built your whole career on solving that gap.”

2. Data Integrity Warrior

“I’ve always admired folks who do the unsexy but critical job of **data adjudication**—you had that running through both your Navy work and into your early Global Hawk RAM roles at NG.”

3. Embry-Riddle Bond

“You went to Embry-Riddle, right? I’ve always had huge respect for the culture there—tech-forward, detail-obsessed, and mission-driven. I feel like half the people I meet in test engineering circles are ERAU alumni.”

Technical Hooks & BD Talk Tracks

Area	Hook
Test Leadership	"You've done the lab ops side and the project management side—which means you probably live in that uncomfortable space between design and field execution. That's where we shine too—bringing in fast, cleared support for whatever the bottleneck is."
Maintenance Analytics	"You were doing STIG-like tracking long before Zero Trust was a buzzword—adjudicating failure trends, managing serial-LRU diagnostics, and getting it into reports that went up to Congress. That's elite-level logistics data flow."
Navy/Air Force ISR	"Your UAV experience with RQ-4B, MQ-4C, and those CAMS/IMDS cycles are golden for GBSD's upcoming logistics modeling. We've had candidates from Triton and HALE ISR roles who made seamless transitions to missile support missions."

Friendly LinkedIn Message / Email Template

Subject: Aviation data nerd to aviation data leader — quick intro

Hi Michelle,

I came across your profile while learning more about the teams behind Sentinel—and just wanted to say how refreshing it was to see someone with **real aviation maintenance DNA** at the program's system test helm.

Your work across Global Hawk RAM, Triton lab ops, and now GBSD project management is the kind of continuity we rarely see in cleared test roles. I've supported cleared sustainment and test engineers on adjacent programs (like NGI and IBCS), and I'm trying to get smarter about what Sentinel's evolving test pipeline looks like on the inside.

No pitch today—just hoping to learn from someone who's walked the whole lifecycle from maintenance logs to program leadership. I'd be grateful for even 5–10 minutes to pick your brain sometime.

Also—Embry-Riddle folks always seem to be three steps ahead when it comes to documentation, so I figured you might be someone worth learning from.

Warmly,

George Maranville

Prime Technical Services

gmaranville@prime-ts.com | 470.522.5079

Want this adapted into:

-  Voicemail script
-  Follow-up message
-  1-slide "Prime Support for Test Ops" deck

Just say the word — and I'll build it.

Michelle Luna

- Data analysis, systems logistics background — could joke about how many tabs she has open at once.
- Ask if she's more of a spreadsheet magician or data whisperer.
- Could bond over how the most important data sets are always buried three folders deep.

Ted Ingram III

Friday, August 1, 2025 3:12 PM

Next Profile: Ted Ingram III

 **Title:** Manager - Systems Engineering 2

 **Location:** Roy, Utah

 **Clearance:** Presumed TS/SCI (based on role and GBSD assignment)

Contact Info:

- **Direct:** 385-442-0488
- **Mobile:** 425-418-7533
- **Email:** [Pending]

Org Role:

- Leading Sentinel's Systems Engineering activities — likely aligned with integration or SEIT org
- Strong overlap with MBSE, V&V, and cleared digital roles

Profile Dossier – Ted Ingram III

BD Value Hooks & Rapport-Building Intel:

Area	Detail	Talk Track
 Career Progression	14+ years at Northrop, rising from Engineer to Manager	"I always respect folks who've grown their career internally—that kind of tenure and internal credibility is gold, especially on a long-range program like Sentinel."
 Technical Breadth	Systems Engineering, Requirements, Verification, Integration, CDRs	"Sounds like you've owned key phases of the systems lifecycle—do you also get pulled into V&V bottlenecks or integration war rooms?"
 Utah Engineering Community	Embedded at Roy site	"We've been hearing a lot about staffing shifts at Roy, especially post-CDR. Are you seeing any cleared gaps on your team or partner orgs?"
 Prime Program Fit	Sentinel, NGI, IBCS alignment with cleared SE/MBSE/V&V talent	"We've placed cleared SEs and MBSEs into NGI and SMORS—same kind of tech stack and review cycles as Sentinel."
 Leadership Style	Leads system-level efforts — likely coordinates across IPTs	"Curious if you're more in the trenches or dealing with cross-IPT wrangling—what keeps you up at night these days?"

Voicemail Script – Ted Ingram III

"Hi Ted, this is George Maranville from Prime Technical.

I came across your background while building out our GBSD support map, and your role jumped out. You've been through the systems grind—CDRs, integration, V&V—and clearly carry weight on the Sentinel SE side.

I'm brand new to this side of DoD staffing—came from 10 years in management consulting—and I'm just trying to learn who the actual problem-solvers are behind these big deliverables.

I'd love 5–10 minutes just to get smarter on your world—no pitch, just trying to figure out where Prime can actually add value without stepping on toes.

You can reach me at 470-522-5079. Thanks again, and I hope we cross paths soon."

LinkedIn Message – Ted Ingram III

Subject: Systems Engineers like you make GBSD hum — would love to connect

Hi Ted,

I'm new to the DoD side—just joined Prime Technical to support cleared programs like Sentinel. I came from a management consulting background but I'm quickly realizing it's engineers like you who keep these missions on track.

I saw your long tenure at NG and the systems leadership you've been driving—especially impressive to hold that kind of continuity across such a complex platform.

If you ever have a few minutes, I'd be grateful to just pick your brain on what the SE landscape looks like inside Sentinel. We've supported NGI and IBCS with cleared SEs and MBSE folks before, but I want to understand how to actually be useful here at Roy.

Hope to connect—

Nicholas Gibbs

Friday, August 1, 2025 3:15 PM

◊ Nicholas Gibbs

-  **Title:** Principal Software Engineer
-  **Company:** Northrop Grumman
-  **Location:** Roy, Utah (Sentinel HQ)
-  **Function:** C2 & Launch Control Software | Embedded Real-Time Development
-  **Clearance:** Likely TS/SCI based on GBSD role

⌚ BD Dossier – Nicholas Gibbs

Section	Insights	BD Talking Points
 Technical Focus	Software engineer with a specialty in embedded systems, real-time C++, and ADA	"It looks like you're one of the folks turning Sentinel's C2 architecture from theory into hardened, testable code—are you in the launch control side or broader CLS pipeline?"
 GBSD Alignment	Supports Command and Launch Segment (CLS) software stack	"We've supported cleared embedded software and C2 engineers across NGI and IBCS—I'm trying to understand where those profiles might plug in to support your team without disrupting workflow."
 Skills/Tool s	C++, Python, ADA, Agile, Real-Time Systems	"A lot of our cleared software folks come out of defense aerospace with heavy real-time mission systems experience—especially with legacy ADA or C++14/17 threading."
 Education	MS Computer Engineering – University of Utah (2021), BS Computer Science – Weber State (2017)	"Utah roots all the way—are you mentoring any new grads coming into the Sentinel SW team from WSU or UofU?"
 Interests	Game development, sci-fi, embedded systems, defense architecture	"Completely unrelated—but your embedded systems background and interest in sci-fi reminds me of some of our folks who got into this field because of Kerbal Space Program or tinkering with Raspberry Pi flight controls."

📞 Voicemail Script – Nicholas Gibbs

Hey Nicholas, George Maranville here with Prime Technical.

I'll keep this brief — I was mapping out cleared software groups across the Sentinel architecture and came across your profile.

Looks like you're deep in the embedded/C2 world—ADA, real-time, hardened control loops—all the hard stuff.

I'm brand new to this side of DoD staffing, coming out of management consulting, so I'm trying to understand what actual engineers need—not what corporate thinks they need.

If you'd be open to a quick chat, even 5–10 minutes, I'd love to learn from you. You can reach me at 470-522-5079. Thanks Nicholas.

LinkedIn Message – Nicholas Gibbs

Subject: Real-time ADA engineers like you make Sentinel tick

Hey Nicholas —

I'm working to support Northrop teams from the outside, and your background caught my eye. Deep embedded systems, real-time ADA/C++, and GBSD C2 work—exactly the stuff I'm trying to learn more about.

I'm not here to pitch anything, honestly—I came from management consulting and just joined Prime Technical to help bring cleared software talent to the right places.

If you're ever open to giving me the 101 on what it *really* looks like inside the Sentinel SW trenches, I'd be grateful for the time. I want to understand what actually helps you, not spam your team.

Hope to connect.

— George

Kaitlyn Kalfman

Friday, August 1, 2025 3:15 PM

Kaitlyn Kalfman

-  **Title:** Manager - Systems Engineering 2
-  **Company:** Northrop Grumman
-  **Location:** Roy, Utah
-  **Function:** Leads Systems Engineering team on Sentinel GBSD — specializing in Systems Verification, Integration, and Lifecycle Support
-  **Clearance:** Active DoD Secret (assumed based on role and GBSD scope)

BD Dossier – Kaitlyn Kalfman

❖ Section Insights		BD Talking Points
 Management Role	Kaitlyn leads a team of systems engineers responsible for Verification, Requirements Traceability, and Risk Management across major GBSD workstreams.	“Sounds like your team handles the connective tissue of the whole system—are you focused more on functional decompositions or full lifecycle verification plans post-CDR?”
 Skills/Tools	DOORS, Cameo, JIRA, Model-Based Systems Engineering (MBSE), Risk Management, Program Management	“We’ve had success plugging cleared MBSE/DOORS engineers into similar programs—especially post-CDR when the V&V grind ramps up. Is that where most of your pain points live now?”
 Career Growth	Steady promotion from Systems Engineer to Manager in 4 years — fast-track performer	“Your internal trajectory’s impressive. Rising that quickly inside NG tells me you’ve earned trust across multiple IPTs.”
 Education	BS Systems Engineering – Colorado School of Mines (2019)	“Mines alum! We’ve seen some great talent come out of there recently—were you part of any systems modeling competitions or research groups during undergrad?”
 Communication Style	PMP-certified with emphasis on cross-team coordination	“We’re often brought in during that post-Systems Requirements Review phase when the verification roadmap gets crowded—just trying to understand where a team like mine can reduce friction without stepping on process.”

Rapport-Building Openers

- **Mines Connection:**
“My fiancée actually toured Mines back when she was looking at engineering schools—I remember the massive trebuchet build and the blaster statue. Did you ever do E-Days or anything wild like that?”
- **Rapid Rise Angle:**
“I noticed you made Manager in under 5 years at NG—that’s not easy in a program as layered as Sentinel. Curious what lessons stuck with you making that jump from contributor to lead?”
- **MBSE Relevance Hook:**
“You’ve clearly built expertise across both MBSE and the human side of systems integration—

which is a rare combo. We've seen how hard it is to find cleared folks who get both the tech and the politics of SE leadership."

Voicemail Script – Kaitlyn Kalfman

Hi Kaitlyn, this is George Maranville with Prime Technical.

I came across your background while mapping out who's really driving the systems side of Sentinel, and yours stood out—Model-Based, DOORS, risk tracking, systems V&V... sounds like you lead one of the real engine rooms.

I'm new to this side of staffing—10 years in consulting before this—and I'm trying to better understand what it actually looks like inside these engineering teams so we can support the right way.

If you'd be open to a quick 5-10 minute call, I'd be super grateful just to learn from you. My cell's 470-522-5079. Hope to connect soon.

LinkedIn Message – Kaitlyn Kalfman

Subject: From Mines to Sentinel — systems leads like you are building the future

Hi Kaitlyn —

I'm new to DoD staffing, just joined Prime Technical after 10 years in consulting. I've been researching Sentinel and trying to better understand how cleared MBSE and V&V teams actually operate—and your background popped out right away.

Mines alum, fast-rising inside NG, leading systems teams across one of the most critical pieces of Sentinel... that's the kind of experience I'd love to learn from.

No pitch—I'm just trying to figure out where someone like me can support without getting in the way. If you're ever open to a quick chat, I'd be grateful.

— George

Mark Schubert

Friday, August 1, 2025 3:25 PM

◊ Mark Schubert – Strategic Dossier for Outreach

- ⌚ **Title:** Principal Systems Engineer
- 🏢 **Company:** Northrop Grumman
- 🌐 **Role:** Systems Verification, Integration, and Test Engineering — Sentinel GBSD
- 📍 **Location:** Roy, UT
- ⌚ **Team Influence:** Mid-to-senior technical leader likely coordinating subsystem-level validation and integration
- 🔒 **Clearance:** Active DoD Secret or above (required for GBSD involvement)

✓ Rapport-Building Openers

1. Technical Precision Hook

"Mark, I saw your depth across V&V and system integration. From my side in staffing, that's the exact moment in a program lifecycle where support matters most—and usually shows up too late. Are you the guy holding the line between validation and chaos right now?"

2. Hardware Stress Icebreaker

"Also—how often are you the one who has to explain to three different subsystems why the fault isn't yours? I've heard it's almost a rite of passage in that GBSD integration seat."

3. Career Respect Starter

"Your track record tells me you're not just verifying things—you're building the playbook others follow. I'd love to hear how you've seen the role of test evolve over the past few years inside GBSD."

🌐 Technical & BD Alignment

Category	Detail	Tie to Prime Support
System Verification	Heavy focus on system-level integration across propulsion, guidance, C2	Prime's cleared V&V engineers are deployed on NGI, SMORS, IBCS — exact parallel labor
Tools Used	Likely using DOORS, STK, ModelCenter, MBSE toolchain	Prime supports Cameo, MBSE-cleared engineers with missile domain
Problem Area	Bottlenecks in cross-domain data traceability, validation timing post-CDR	"We can step in as backfill surge or onboarding accelerators for dev/test roles with TS"
Program Phase	Likely post-CDR → IBR or early production validation phase	Prime has delivered surge labor to programs at identical stage across NG portfolio

✉️ LinkedIn Message

Subject: Curious about how your test stack is holding up

Hey Mark,

I know this might come out of nowhere—I'm new to cleared staffing, trying to understand the real rhythm behind programs like GBSD.

I came across your background and it looks like you're deep in the V&V trench—probably juggling the crossfire of subsystem test flows.

I'm not reaching out to pitch. Just hoping to learn from people like you who are actually on the ground floor validating these systems.

If a quick 5–10 min convo ever makes sense, I'd be grateful. I'll bring the questions, not the deck.

– George Maranville

Prime Technical Services



Voicemail Script

Hey Mark, this is George Maranville calling from Prime Technical.

I came across your profile while mapping out Sentinel's system integration structure, and I was really impressed by the technical depth and seniority you bring to the V&V space.

I'm brand new on this side of DoD staffing—spent the last decade in consulting—and I'm just trying to learn from the folks actually validating the hard stuff, not just staffing it.

If you'd ever be open to a short call, I'd be incredibly grateful.

My cell's 470-522-5079. Again, it's George Maranville from Prime. Thanks again.



How Prime Aligns with Mark's Work

- **Programs Like Yours:** NGI, SMORS, JTACS
- **Roles We Support:** Systems Integrators, Test Engineers, MBSE SMEs
- **Why It Matters:** We can provide cleared labor that actually underst

Mark Schubert

- Hypersonic test lineage — ask if he misses early-phase R&D or loves the rigor of production.
- Likely a deep system thinker — ask if he's the guy who spots errors before they become headlines.
- Maybe throw in something like “are you the ‘I warned you’ guy in the control room?”

Michelle Yung

Friday, August 1, 2025 3:28 PM

◊ Michelle Yung – Strategic Outreach Dossier

- ⌚ **Title:** Principal Engineer – Sentinel GBSD C2 Systems
- 🏢 **Company:** Northrop Grumman
- 🌐 **Role:** Principal Software Engineer supporting Command & Control Systems
- 📍 **Location:** Roy, UT
- ⌚ **Org Influence:** Core technical contributor to C2 architecture, likely working with CLS (Command Launch System) and C3 subsystems
- 🔒 **Clearance:** TS/SCI or SAP likely based on C2 work

❖ BD Intelligence Summary

Attribute	Detail	Prime BD Relevance
Tech Stack	Software Engineering, Embedded Systems, C2 integration	Perfect fit for cleared software talent we deploy on GBSD-adjacent missions (e.g., IBCS, SMORS)
Key Program	Sentinel GBSD — focus on C2 and likely Launch Facility/LCC interfaces	These teams often need backfills in niche SW roles (RTOS, hardcoded protocols, security layers)
Career Stage	Mid-to-senior principal engineer, highly specialized	High likelihood she's overloaded or mentoring juniors — BD entry point via skill gap/fatigue
Soft Skills	Strong written/verbal communicator, based on progression and visibility into cross-team C2	Messaging needs to be precise, human, respectful of her mental bandwidth

�� Rapport-Building Cold Call Openers

1. Deep Respect for C2 Software Complexity

“Michelle, I’ve always thought C2 software engineers are like orchestra conductors with 300 instruments that might explode. How are you keeping sanity inside Sentinel’s command software stack?”

2. Woman in Defense Engineering Acknowledgment (genuine & warm)

“Also, total respect — I know engineering women at the principal level in C2 roles aren’t nearly as common as they should be. That’s powerful to see.”

3. C2 System Curiosity Hook

“I’ve been told that Sentinel’s CLS setup is one of the most locked-down and scrutinized software environments in the DoD. Is it as nerve-wracking to build in as it sounds from the outside?”

🗨 LinkedIn Message – Michelle Yung

Subject: Respect from someone trying to learn the real story behind Sentinel C2

Hi Michelle —

Hope this doesn’t feel random. I came across your work while trying to better understand the real command software stack behind Sentinel.

I'm new to DoD staffing — came from a long stretch in management consulting — and I'm trying to learn from the people actually inside these programs. Your profile stood out: principal engineer, deeply technical, embedded in one of the most critical (and most secretive) software systems out there.

No pitch. Just a deep respect for the complexity you deal with and a sincere ask for a few minutes of your time to understand how teams like mine might support when bottlenecks hit.

— George

Prime Technical Services

Voicemail Script – Michelle Yung

Hi Michelle, this is George Maranville with Prime Technical Services.

I came across your profile while studying the core of Sentinel's command and control work, and I wanted to reach out because I think what you do is both rare and critical.

I'm new to this side of DoD staffing — came from consulting — and I'm just trying to get smart on how teams like yours really function under pressure.

I'm not calling with a pitch, just hoping for a quick chat to understand the real staffing gaps when things get tight on your side.

My number's 470-522-5079 if you'd be open to connecting. Thanks again for the work you're doing.

Prime Technical Value Alignment

Need	How Prime Helps
Overworked Principal Engineers	We can deploy TS-cleared software engineers for embedded systems, CLI-based tools, or secure launch protocols
Diversity/Quota Fulfillment	As a service-disabled veteran-owned firm, we count toward subcontracting set-aside goals
No-Nonsense Backfill	We specialize in cleared labor that's onboard-ready, with C2 software clearance barriers already navigated

Michelle Yung

- Software test & validation experience — mention that she's probably the one catching bugs the night before major milestones.
- Ask if she prefers the thrill of breaking code or the satisfaction of green checkmarks.
- If you've worked with test engineers before, share a story where a tester saved the day.

Patrick Hood

Friday, August 1, 2025 3:41 PM

Patrick Hood – Strategic Outreach Dossier

 **Title:** Systems Engineer – Sentinel GBSD

 **Company:** Northrop Grumman

 **Location:** Roy, Utah

 **Role:** Requirements, integration, or support systems SE inside Sentinel

 **Clearance:** Active DoD Secret or higher

BD Intel

Category	Detail	Prime Relevance
Engineering Tier	Mid-level systems engineer	Likely involved in subsystem integration or interface support
Workflow	Possibly Cameo, DOORS, MBSE-related tasking	Prime supports cleared MBSE/requirements engineers
Risk Area	Potential V&V backlog or traceability challenge	We can insert cleared backfill SEs to help maintain test posture

Rapport Openers

- "Patrick—are you on the side that connects all the interfaces? That's where we see the hairiest MBSE bottlenecks."
- "Saw you're part of the Sentinel SE team—figured I'd try to connect with folks actually holding the structure together."

Personal Icebreakers

- "I noticed you spent a few years working closely with integration teams—do you still get to roll your sleeves up with DOORS or is it more architecture-level now?"
- "Your progression into systems makes me wonder—are you the kind of guy who was always the go-to translator between hardware and software folks?"

Voicemail

Hey Patrick, George Maranville here with Prime Technical. Saw you're in the systems seat on Sentinel—we're trying to support where the integration gets tight. Not selling anything, just looking to learn from someone in the loop. My number's 470-522-5079.

Patrick Hood

- Background in systems integration — great chance to share stories about wrangling multiple disciplines.
- Might enjoy conversations around Cameo, DOORS, and the pain of traceability — bring up MBSE chaos.
- Could relate to being the “translator” between hardware and software teams.

Patrick Roberts

Friday, August 1, 2025 3:41 PM

Patrick Roberts, PMP – Strategic Outreach Dossier

 **Title:** Program Manager – Sentinel Test & Evaluation

 **Company:** Northrop Grumman

 **Location:** Roy, UT

 **Role:** Test Planning, Evaluation Oversight, Scheduling

 **Clearance:** TS likely due to test/flight data involvement

BD Intel

Category	Detail	Prime Relevance
Domain	Test & Evaluation, PMO-side schedule/control	Prime supports T&E/flight-readiness support engineers
Background	PMP certified, likely heavy in risk mitigation, velocity	Could benefit from cleared backfill help to meet timelines

Rapport Openers

- "Patrick—I know managing test readiness on Sentinel is probably 80% planning, 20% firefighting. You still able to keep things ahead of the 2-week slip spiral?"
- "PMPs who know missiles are a rare breed—your combo of schedule discipline + GBSD flight data must keep you busy."

Personal Icebreakers

- "I noticed you've carried your PMP across major defense projects—have you always been drawn to the orchestration side of engineering?"
- "Outside work, do you find your planning nature carries over? I know a few PMs who plan vacations like flight tests."

Voicemail

Hey Patrick, George Maranville at Prime Technical. Your name popped as one of the key PM voices in Sentinel's test lane—we're looking to understand how teams like yours are keeping pace, and how we might be helpful. Would love to connect. 470-522-5079.

Patrick Roberts, PMP

- PMP certified — lighthearted joke about planning everything in life, even vacations.
- Possibly has experience with test range coordination — ask if he misses the "fire drills" of flight readiness.
- Could relate to program velocity and chaos — drop a reference to herding cats or working in Excel triage.

Rachel Geerlings

Friday, August 1, 2025 3:42 PM

◊ Rachel Geerlings – Strategic Outreach Dossier

 **Title:** Systems Engineer – Sentinel (Cyber or Test/Verification Likely)

 **Company:** Northrop Grumman

 **Location:** Roy, Utah

 **Clearance:** Secret/TS based on GBSD access

BD Intel

Category	Detail	Prime Relevance
Experience	Mid-level engineer with GBSD embedded access	Likely part of an IPT under one of the larger leads (e.g. Pope, Palmer)
Possible Role	Cyber test & compliance OR software integration	Perfect entry point for cleared SME staffing on validation side

Report Openers

- "Rachel—I've been told the smartest engineers in Sentinel tend to work behind the scenes. Something tells me you're one of those people."
- "I'm trying to learn from the folks who keep these systems moving. You've likely seen what most outsiders miss."

Personal Icebreakers

- "It looks like you've thrived inside high-stakes integration teams—do you prefer the hands-on debug sessions or the high-level traceability stuff more?"
- "Outside Sentinel—are you more of a systems builder, or someone who finds a lot of joy in breaking things just to fix them better?"

Voicemail

Hey Rachel, this is George Maranville with Prime Technical. I came across your profile in the Sentinel org and wanted to connect—no pitch, just trying to get smarter about what cleared engineering support actually looks like in that environment. 470-522-5079.

Rachel Geerlings

- Likely a detail-oriented systems integrator — ask if she's more of a builder or a fixer.
- Can joke about the thrill (or dread) of integration week or red team reviews.
- Could ask if she prefers quiet success or enjoys fixing things on the fly under pressure.

Roger Johnson

Friday, August 1, 2025 3:42 PM

◊ Roger Johnson – Strategic Outreach Dossier

 **Title:** Senior Systems Engineer – Sentinel Weapon Systems Team

 **Company:** Northrop Grumman

 **Location:** Roy, UT

 **Role:** Hardware & missile guidance systems, V&V oversight

 **Clearance:** TS/SAP due to direct involvement in missile stack

BD Intel

Category	Detail	Prime Relevance
Engineering Focus	Guidance, Navigation, Flight Control	Prime has cleared experience from IBCS, NGI, hypersonic efforts
Technical Influence	Likely deeply involved in FQT, test site reviews	Excellent point of contact for potential cleared surge labor needs

Rapport Openers

- "Roger—I've seen very few engineers with your blend of guidance, missile architecture, and system-level awareness. You're probably the guy people go to when the models stop matching the field."
- "If you've touched Sentinel's GN&C threads, you've probably had to solve problems before the rest of the team even saw them."

Personal Icebreakers

- "Saw your background touches a lot of guidance hardware—are you the kind of engineer who still gets excited by a perfect test curve on the first try?"
- "You ever get nostalgic for the days of paper schematics and slide rules, or are you fully team ModelCenter and Simulink now?"

Voicemail

Roger, George Maranville here at Prime Technical. Your profile stood out for how core you are to Sentinel's weapon systems side—just hoping to connect and learn. I'd love to understand your team's flow better. My number's 470-522-5079.

◊ Roger Johnson

- Missile guidance background — connect over GN&C or ask about best test curve moments.
- Might appreciate a nod to the evolution from paper schematics to full Simulink/ModelCenter setups.
- Could bring up how “nothing ever goes exactly as modeled” — shared engineer humor.

Justin Nelson

Friday, August 1, 2025 3:46 PM

Justin Nelson – Strategic Outreach Dossier

 **Title:** Cybersecurity Engineer – Sentinel PMO Cyber Team

 **Company:** Northrop Grumman

 **Location:** Roy, Utah

 **Clearance:** TS/SCI or SAP

BD Intel

Category	Detail	Prime Relevance
Domain	ISSO/ISSM/RMF Cyber Compliance	Prime supplies cleared RMF, ISSO, and enclave security engineers
Tool Proficiency	Xacta, eMASS, Nessus, STIG tools	Prime has pipeline of cleared RMF cyber SMEs
BD Opportunity	Likely owns enclaves or supports C&A	Backfill if any cyber talent rotates or hits bandwidth cap

Rapport Openers

- "Justin—I imagine keeping Sentinel cyber posture tight is a 24/7 mission. You probably sleep with STIG checklists under your pillow."
- "If your name's tied to RMF inside GBSD, you're one of the gatekeepers we need to listen to—not sell to."

Personal Icebreakers

- "Noticed your ISSO history on several programs—ever get nostalgic for the days before enclave management turned into compliance warfare?"
- "Have you always been drawn to the security world, or did you get pulled in after your first taste of eMASS?"

Voicemail

Justin, George Maranville at Prime Technical. I saw your background on the Sentinel cyber team—would love to understand how the support structure's set up and where you see gaps. Just trying to learn. 470-522-5079.

Justin Nelson

- SW Integration & CI/CD — mention build break nightmares and Jenkins drama.
- Ask if he's had a 3AM merge conflict moment.

Mention that DevOps folks are the real backbone and often go unnoticed

Mason Baker

Friday, August 1, 2025 3:54 PM

◊ Mason Baker – Strategic Outreach Dossier

 **Title:** Systems Engineer – GBSD Division

 **Company:** Northrop Grumman

 **Location:** Layton, UT

 **Education:** Colorado School of Mines (Mechanical Engineering, Econ Minor)

 **Clearance:** Secret (likely progressing to TS for deeper program work)

BD Intel

Category	Detail	Prime Relevance
Background	Former collegiate athlete, systems integrator	Excellent cultural fit for high-tempo cleared environments
Interests	Injection molding project, energy systems	Prime supports cross-discipline cleared engineers
Tools	Matlab, SolidWorks, Creo, Cameo	Direct overlap with Prime's modeling support pipeline

Rapport Openers

- “Mason—I saw you were part of that Mines capstone team building an injection molder. Anyone who’s melted plastic on purpose earns my respect.”
- “You’ve got one of the few profiles that blends elite sports and elite systems thinking—do you find yourself approaching engineering like a team sport?”

Personal Icebreakers

- “I noticed your econ minor alongside engineering—do you find yourself viewing systems work through a cost-efficiency lens more than most?”
- “I saw you interned at INL and CrownQuest—two very different energy spaces. Do you still follow energy innovation outside of work?”

Voicemail Script

Mason, this is George Maranville with Prime Technical. Just reaching out after seeing your work in Sentinel systems—loved what I read about your hands-on mindset. I’m trying to learn from folks actually building the architecture, not just supporting from the edges. 470-522-5079.

◊ Mason Baker

- Capstone on injection molder — bring up DIY project experience or 3D printing as a shared hobby.
- Was a student athlete — relate to the mindset of balancing performance and discipline.

- Econ minor — can drop a “left brain meets right brain” comment.

Nathan Dooley

Friday, August 1, 2025 3:54 PM

◊ Nathan Dooley – Strategic Outreach Dossier

 **Title:** Associate Systems Engineer – Sentinel GBSD

 **Company:** Northrop Grumman

 **Location:** Roy, UT

 **Education:** South Dakota Mines, BS Mech Eng. / pursuing MEng (ODU)

 **Clearance:** Secret (likely on TS track due to role)

BD Intel

Category	Detail	Prime Relevance
MBSE Toolkit	SysML, Cameo, architecture definition	Prime places cleared MBSE and SEIT engineers into Sentinel
Background	Strong modeling and traceability experience	Fit for modeling & V&V surge support
Culture Fit	Young, coachable, academically driven engineer	Ideal for cleared junior-to-mid SE staffing pipelines

Rapport Openers

- “Nathan—I saw your Cameo/SysML work and had to reach out. That’s the language I hear the smartest people speaking on Sentinel right now.”
- “You’ve got that rare combo of mechanical core with digital modeling depth—I bet that’s helped you be the glue between IPTs.”

Personal Icebreakers

- “You’re one of the few engineers I’ve seen who minored in both systems and electrical—do you still think like a three-domain thinker in day-to-day builds?”
- “I saw you interned on laser deposition and electrical design—do you still get hands-on time, or is Sentinel more heads-down modeling?”

Voicemail Script

Hey Nathan, George Maranville at Prime Technical. Your modeling experience stood out—I’m trying to get smarter on how real MBSE flows work inside Sentinel, and your background seems perfect. Not a pitch, just hoping to connect. 470-522-5079.

Nathan Dooley

- Dual systems/electrical engineering background — comment on being a Swiss Army Knife.

- Laser deposition intern — ask if he ever set anything on fire in a lab.
- Young & motivated — say you love working with folks still close to the problem, not far from school.

Jody Powell

Friday, August 1, 2025 3:54 PM

◊ Jody Powell, PMP – Strategic Outreach Dossier

💻 **Title:** Program Manager – Sentinel Launch & Integration (assumed)

🏢 **Company:** Northrop Grumman

📍 **Location:** Roy, UT

🎓 **Education:** PMP certified; assumed technical + operational oversight

🔒 **Clearance:** Likely TS due to program access and PMO role

🧠 BD Intel

Category	Detail	Prime Relevance
PM Focus	Schedule control, risk mitigation, systems ops	Prime can backfill cleared schedulers, PM support staff
Style	Detail-oriented PM with launch site influence	Alignment with our cleared ILS & sustainment labor pools
Assumption	Tied into CLS / Launch & Ops thread	Strategic insertion point for C2 and systems integrators

📞 Rapport Openers

- “Jody—I’ve learned that PMs in GBSD aren’t just Gantt chart warriors—you’re often the ones smoothing every subsystem handoff.”
- “I’m trying to understand how schedule and systems maturity line up on Sentinel—sounds like your side owns both ends of that rope.”

📞 Personal Icebreakers

- “Outside of program life—are you still wired for planning? I know PMs who track groceries in spreadsheets.”
- “You’ve worn the PMP badge across high-stakes missions—do you miss the thrill of the early tech dev phases?”

📞 Voicemail Script

Hey Jody, George Maranville from Prime Technical. I’m trying to learn from the folks truly managing Sentinel’s maturity curve—and it sounds like you’re one of them. I’d love to connect. 470-522-5079.

Jody Powell, PMP

- Likely launch team PM — could joke about tracking launches and groceries with equal rigor.
- Ask if they prefer the early chaos of new programs or the steady grind of sustaining ops.
- PMP folks often enjoy process — maybe joke about color-coded Excel tabs.

Norman Kay

Friday, August 1, 2025 3:55 PM

◊ Norman Kay – Strategic Outreach Dossier

 **Title:** Systems Engineer / Senior Tech Specialist – Sentinel

 **Company:** Northrop Grumman

 **Location:** Ogden, UT

 **Clearance:** Likely TS/SAP based on scope of work

BD Intel

Category	Detail	Prime Relevance
Engineering	Systems modeling, integration, advanced systems	Perfect match for cleared SEIT/MBSE support staffing
Depth	Senior-level specialist, likely task owner	Great escalation point for system-level hiring conversations

Rapport Openers

- “Norman—I saw ‘Senior Tech Specialist’ and immediately thought: ‘he’s probably the one who catches what no one else does.’”
- “Trying to wrap my head around the real Sentinel architecture—and I get the sense you’re one of the builders behind the curtain.”

Personal Icebreakers

- “You’ve got one of those titles that tells me you’ve seen the full lifecycle—do you find yourself mentoring the new hires coming in?”
- “After all this time, do you still find parts of the work that surprise you, or is it all pattern recognition now?”

Voicemail Script

Norman, George Maranville with Prime Technical here. I’m learning how Sentinel’s architecture is maturing and your background jumped out. Would love to connect and understand your view. My number’s 470-522-5079.

◊ Norman Kay

- Senior Tech Specialist — ask if he’s the person people call when they’re stumped.
- Great opportunity to show respect for graybeard technical wisdom — “you’ve probably forgotten more about Sentinel than I’ve learned yet.”
- Might enjoy talking about mentoring the next generation of engineers.

GBSD Contractors

Monday, August 4, 2025 8:43 AM

Brandon Rogers

Third degree connection· 3rd

Information Technology | Info. Sys. Project Manager | Network Operations Manager | PMP | Security+ CE | Active Clearance

From <[SENTINEL CONTRACTORS Page 61](https://www.linkedin.com/talent/search/profile/AEMAAuLalkBmDAsriRCFxSQmR60-BMQy8dBluc?highlightedPatternSource=%255CbInsight%2520Global%255Cb%257C%255CbApex%2520Systems%255Cb%257C%255CbTEKsystems%255Cb%257C%255CbSentinel%255Cb%257C%255CbGBSD%255Cb%257C%255CbICBM%255Cb&searchContextId=d3b5ddd4-e725-4173-bcc7-829936c5ab4c&searchHistoryId=20686701908&searchRequestId=dab88573-5bdb-4eb6-975d-f45628bc5daf&start=0&trk=SEARCH_GLOBAL&uiOrigin=FACET_SEARCH></p></div><div data-bbox=)