Sentinel GBSD Program Key Contacts Call Sheet

Patrick Roberts

- **Title: Senior Principal Project Manager – Sentinel Test & Evaluation** (Northrop Grumman) [1] [2]
- **Org Location:** Roy, Utah (Hill AFB area) [1]
- **Org Unit / IPT:** Program Management Office (PMO) – Test & Evaluation Team [3]
- **LinkedIn Icebreaker:** *"Your transition from 21 years in USAF munitions logistics to leading Sentinel's test planning is impressive – that continuity builds serious trust on the program* [4] *. I'd love to hear how your Air Force experience is shaping Sentinel's test processes."*
- **Team Size Estimate:** ~20–30 personnel (cross-functional test engineering and project staff) – *exact size not public; likely a mid-sized test oversight team.*
- **Known Team Members:** N/A – no specific team members referenced in strategy docs.
- **Current Pain Points:** Balancing **production schedule** and **digital traceability** during Sentinel's transition to steady-state production [5] (risk of schedule bottlenecks as testing ramps up).
- **Talent Gaps to Target:** Cleared **test engineers** and **digital engineering** support to relieve bottlenecks in test execution and data management [6] .
- **Active Reqs:** N/A – no active job postings found specific to this team.
- **Competitor Presence:** Yes – large staff augmentation firms (Insight Global, Apex, TEKsystems) active in GBSD hiring, though primarily for support roles [7] .
- **Past Performance to Cite:** Prime has supported **cleared program managers and engineers** on similar programs like NGI, IBCS, and SMORS [6] , demonstrating relevant test and production support experience.
- **Suggested Cold Call Opener:** *"Hi Patrick, this is George with Prime Technical. I came across your profile while digging into Sentinel's production side – your move from Air Force logistics to GBSD program management really stood out* [4] *. We've supported folks on programs like NGI and IBCS, so I'm just hoping to learn where Sentinel's test cycle is feeling the most pressure and if an outside partner could quietly help. Even 10 minutes of your insight would be greatly appreciated."*
- **Phone / Email:** 703-431-0560 (cell) [8] ; Email N/A (not listed).

Kaitlyn Kalfman

- **Title: Project Planning & Support Manager – Sentinel Systems Engineering** (Northrop Grumman) [9]
- **Org Location:** Roy, Utah (GBSD HQ) [9]
- **Org Unit / IPT:** Systems Engineering Integration Team (SEIT) – Program Planning & Support **(PMO)** [9]
- **LinkedIn Icebreaker:** *"Noticed you're a Colorado School of Mines alum running one of Sentinel's 'engine rooms' – MBSE, DOORS, risk tracking – that's the heart of the program* [10] *. I'm new to DoD staffing and would love to learn how teams like yours keep everything in sync."*
- **Team Size Estimate:** ~15 engineers/analysts (responsible for program scheduling, requirements tracking, and integration support) – *exact number not public.*
- **Known Team Members:** N/A – no specific direct reports mentioned in strategy docs.

- **Current Pain Points: Model-Based Systems Engineering (MBSE)** overload and requirements traceability challenges as program complexity grows [11] [12] . Likely juggling tool integration (Cameo, DOORS) and resource gaps.
- **Talent Gaps to Target:** Additional **cleared systems engineers** and **requirements analysts** to support MBSE and verification & validation (V&V) efforts (to prevent schedule slippage).
- **Active Reqs:** N/A – no open postings found for this specific role.
- **Competitor Presence:** Yes – other contractors are known to supply systems engineering support on Sentinel (e.g. Insight Global/Apex for junior MBSE roles) [7] , though Kaitlyn's role is mostly internal.
- **Past Performance to Cite:** Prime has placed **MBSE and systems engineering staff** on programs like **NGI, IBCS, and WISLA** (missile defense C2) [13] , directly paralleling Sentinel's need for digital engineering expertise.
- **Suggested Cold Call Opener:** *"Hi Kaitlyn, George Maranville from Prime Technical here. I saw you're driving the systems side of Sentinel – model-based design, DOORS, V&V – basically the program's central nervous system [10] . I'm trying to get a handle on what cleared MBSE teams like yours need behind the scenes. No sales pitch – I'd really value 5–10 minutes of your perspective on where the bottlenecks are and how a ready-to-go support team might help."*
- **Phone / Email:** 610-761-5484 (cell) [14] ; Email N/A (not listed).

Michelle Luna

- **Title: Sr. Principal Project Manager – System Test Team** (Northrop Grumman) [15] [16]
- **Org Location:** Ogden, Utah (Hill AFB area) [17]
- **Org Unit / IPT: Test & Evaluation (T&E)** – Leads Sentinel System Test & Integration Team [16]
- **LinkedIn Icebreaker:** *"From leading Global Hawk reliability tests to heading Sentinel's system test team, you've built a career keeping complex systems on track [18] . I'd love to hear how you're evolving test frameworks at this stage of Sentinel – that continuity between UAVs and ICBMs is fascinating."*
- **Team Size Estimate:** ~20+ (test engineers, lab operators, data analysts under her oversight) – *the GBSD test organization is large; she likely leads a significant sub-team.*
- **Known Team Members:** Possibly works with test engineers like **Steven Dudnauth** and **Sal Haro** (both in T&E) – though not explicitly stated, their roles align with her domain [19] [20] .
- **Current Pain Points: Bottlenecks between design and field testing** – managing the "uncomfortable space" between lab integration and real-world execution [21] . Also ensuring data integrity and reliability analysis for new systems (bringing over best practices from aviation programs).
- **Talent Gaps to Target: Cleared test engineers and data analysts** (experience with flight test, telemetry, maintenance data) to support expanding test ops. Also **sustainment/logistics analysts** to prepare for transition from test to deployment [22] [23] .
- **Active Reqs:** N/A – no specific job listings found, but likely internal openings for test engineers at Hill AFB.
- **Competitor Presence:** Moderate – some outside contractors (e.g. JT4 or **Apex Systems**) may support test range operations, but Northrop tends to keep core test leadership in-house.
- **Past Performance to Cite:** Prime has delivered **cleared V&V and test engineers** on programs like **NGI, SMORS, and IBCS** [24] , and even staffed lab operations & UAV sustainment SMEs for similar Northrop efforts [25] [26] – directly relevant to Sentinel's test challenges.
- **Suggested Cold Call Opener:** *"Hi Michelle, George from Prime Technical. I have to say, seeing someone with real aviation maintenance DNA at Sentinel's test helm was refreshing [27] . We've supported test and*

sustainment teams on NGI and IBCS, so I'm just trying to learn where Sentinel's test pipeline might need a boost as it ramps up. I'd love to hear your perspective – even a 10-minute chat would be gold to us."

- **Phone / Email:** 385-390-7335 (desk), 385-526-1765 (cell) [19] ; Email N/A (not listed).

John Powell

- **Title: Program Manager – Acquisition Logistics & Sustainment** (Northrop Grumman)
- **Org Location:** Roy, Utah / Hill AFB (Logistics & Sustainment offices) [28]
- **Org Unit / IPT: Logistics & Sustainment IPT** – oversees acquisition logistics and maintenance support for Sentinel
- **LinkedIn Icebreaker:** *"I see you're coordinating Sentinel's acquisition logistics – that must mean juggling parts, vendors, and Air Force maintainers all at once. With such a massive supply chain to modernize, I'd love to learn how your team is keeping the old Minuteman culture updated for Sentinel."*
- **Team Size Estimate:** ~10–15 (team of logistics analysts, technical writers, and supply chain coordinators supporting Sentinel's sustainment plan).
- **Known Team Members:** Likely collaborates with **Patrick Hood, Shelby Iverson** (fellow Logistics & Sustainment leads) [29] . For instance, Patrick Hood is another manager in Sustainment at Hill AFB.
- **Current Pain Points: Supply chain and ILS (Integrated Logistics Support) challenges** – ensuring spare parts, maintenance training, and documentation keep pace with development. Possibly dealing with subcontractor/vendor gaps and long lead items for silo and support equipment.
- **Talent Gaps to Target: Cleared ILS engineers, technical logisticians, and maintenance trainers** to help with documentation, provisioning, and sustainment modeling (especially as Sentinel prepares for deployment) [30] .
- **Active Reqs:** N/A – no external postings noted, but the team may have internal openings for logisticians or supply support personnel.
- **Competitor Presence:** Yes – **SMORS** sustainment contract staff and major logistics contractors are likely involved. Firms like **Boeing or BAE** (for ICBM sustainment) and staffing companies may already support some logistics functions, so competition exists in providing ILS talent.
- **Past Performance to Cite:** Prime supported **STRATCOM's SMORS program** with sustainment engineers and ILS staff [30] and provided logistics continuity on JTAGS [31] . We have direct experience in nuclear enterprise maintenance support that mirrors Sentinel's needs.
- **Suggested Cold Call Opener:** *"Hi John, this is George with Prime Technical. I hear you're the go-to for Sentinel's logistics and sustainment piece – coordinating everything from spares to training. We cut our teeth supporting ICBM sustainment on programs like SMORS [30] , so I'm not looking to pitch you, just hoping to understand where Sentinel's sustainment planning is hitting friction and if extra cleared hands might help. Even a brief chat would be really valuable."*
- **Phone / Email:** john.powell@orbital.com (former Orbital ATK email) [32] ; Phone N/A (email preferred).

Orrin Pope

- **Title: Technical Fellow & Deputy Lead – Modeling, Simulation & Analysis (MS&A)** (Northrop Grumman) [33] [34]
- **Org Location:** Huntsville, Alabama (GBSD Innovation Center) [35]
- **Org Unit / IPT: Systems Engineering – Modeling & Simulation** (digital engineering team for Sentinel) [33]

- **LinkedIn Icebreaker:** *"Your background is one of the most unique in aerospace – between your AIAA work and leading Sentinel's modeling & simulation, you've probably seen it all. Not many people can go from innovating AR-15 tech to nuclear MS&A! I'd love to hear how you're approaching Sentinel's modeling challenges."* [36] [37]
- **Team Size Estimate:** ~12–20 (team of systems modelers and analysts). Orrin, as Deputy MS&A lead, likely mentors a multi-disciplinary team of modelers, simulations developers, and analysts.
- **Known Team Members:** He is a senior integrator, so junior systems engineers like **Rachel Geerlings** may fall under his purview [38]. (Rachel is noted as possibly in an IPT under Pope [38].) Also works closely with **John Palmer** on data integration.
- **Current Pain Points: High-fidelity modeling and digital twin development** – ensuring simulation accuracy across propulsion, guidance, C2 domains. Also likely facing **talent shortages in cleared MBSE** and model-based design, as demand exceeds supply [39] [40].
- **Talent Gaps to Target: Cleared systems modelers and MBSE specialists** (SysML, MATLAB/ Simulink, AFSIM, etc.) to support scenario simulations and data analysis. Also potential need for **software developers** with security clearances to improve simulation tools.
- **Active Reqs:** N/A – specific openings not found, though Northrop has general MS&A roles open on Sentinel.
- **Competitor Presence:** Minimal – this is a core NG engineering function. However, **Parsons** and other partners might contribute to modeling efforts [41] [42]. Few staffing firms have cleared MS&A experts, so Orrin's team likely hasn't used many outsiders (opportunity for Prime to step in as a niche provider).
- **Past Performance to Cite:** Prime has provided **MBSE and modeling SMEs** to programs at similar stages – e.g. **NGI and IBCS** digital engineering teams [13]. We understand digital twin and simulation support, having delivered cleared talent with those exact skills on Northrop projects.
- **Suggested Cold Call Opener:** *"Hey Orrin, George Maranville at Prime Technical. I've been digging into Sentinel's digital engineering push and your name keeps coming up as the MS&A guru. We've got folks supporting similar modeling efforts on NGI, so I wanted to reach out – not to sell anything – but to learn where Sentinel's modeling bottlenecks might be [43] [44]. I'd really appreciate even a few minutes of your insight on how we could help relieve any simulation workload on your plate."*
- **Phone / Email:** 385-442-0863 (desk), 801-745-7887 (cell) [45]; Email N/A (not listed).

Nathan Dooley

- **Title: Associate Systems Engineer – Sentinel GBSD** (Northrop Grumman) [46]
- **Org Location:** Roy, Utah [47] [48]
- **Org Unit / IPT: Emerging Talent (SEIT)** – junior systems engineer in the Systems Engineering/ Integration team (MBSE focus).
- **LinkedIn Icebreaker:** *"I saw you've got that rare combo of mechanical engineering with a SysML focus – seems like you're one of those glue guys between Sentinel's teams [49] [50]. I'm impressed – not many early-career engineers speak Cameo this fluently!"*
- **Team Size Estimate:** Small (<10) – as an early-career engineer, Nathan likely works on a sub-team of senior engineers, receiving mentorship from leads like Orrin Pope.
- **Known Team Members:** Potentially mentored by **Orrin Pope** (Deputy MS&A lead) – Rachel Geerlings and Mason Baker are peers in the young systems engineering cadre. They likely collaborate in the same SEIT cohort.

- **Current Pain Points: Learning curve and bandwidth** – being on a cutting-edge program means huge amounts of modeling work. Likely juggling model updates, requirements traceability, and getting **Top Secret clearance** processed (if only at Secret currently) [51] [52] .
- **Talent Gaps to Target:** While Nathan himself is junior talent, the gaps would be more **mid-level MBSE engineers** to bridge between young engineers like him and senior architects – i.e. staffing to support and mentor the juniors. Also, backfills for routine SysML tasks to free him for growth.
- **Active Reqs:** N/A – entry-level engineering roles typically filled by new grads; no specific listing aside from general rotational program intakes.
- **Competitor Presence:** Low – early-career engineering roles are usually filled through NG pipelines (intern programs, etc.). External staffing firms have limited reach at this level, though they might approach him for outside opportunities (Prime should build rapport now).
- **Past Performance to Cite:** Prime has placed **cleared junior MBSE engineers** on high-profile programs like NGI and IBCS, helping them ramp up quickly alongside senior mentors [13] . We understand how to nurture emerging talent in classified environments.
- **Suggested Cold Call Opener:** *"Hey Nathan, this is George from Prime Technical. Your Cameo/SysML work on Sentinel really stood out to me – that's the language the smartest folks speak on this program* [53] *. I'm not here to pitch a job; I actually just want to learn how someone early in their career (like you) is navigating all these models and requirements. Maybe we could chat for 10 minutes? I'm trying to understand how to support teams like yours without getting in the way."*
- **Phone / Email:** 703-280-2900 (office) [54] ; Email N/A (not listed).

Mason Baker

- **Title: Systems Engineer – GBSD Division** (Northrop Grumman) [55]
- **Org Location:** Layton, Utah (near Hill AFB) [56]
- **Org Unit / IPT: Emerging Talent (SEIT)** – part of Sentinel's systems engineering division, likely rotating through various SEIT roles.
- **LinkedIn Icebreaker:** *"I saw you were part of that Mines capstone injection-molding project – anyone who's melted plastic on purpose earns my respect!* [57] *And now you're tackling Sentinel systems engineering... talk about a jump into the big leagues!"*
- **Team Size Estimate:** Small (<10) – similarly to Nathan, Mason is an early-career engineer on a subset of the SEIT. He might rotate or support one IPT at a time.
- **Known Team Members:** Likely works alongside **Nathan Dooley** (both listed under "Emerging Talent") [58] and is guided by senior SEs like **Norman Kay** or **John Varghese** (an MBSE lead in Roy).
- **Current Pain Points: Learning diverse subsystems** – coming from college and internships (INL, CrownQuest per his background [59]), he's now applying that to nuclear deterrence systems. Managing steep learning curves in **modeling tools** (Matlab, Cameo, etc.) and understanding complex integration is likely challenging [60] [61] .
- **Talent Gaps to Target:** Similar to Nathan – need for **mid-level systems engineers** to mentor and for specialized training. Possibly support in areas like requirements management or test planning so Mason can focus on learning technical depth.
- **Active Reqs:** N/A – entry-level systems engineering roles are handled via NG's internal hiring; no specific external reqs noted.
- **Competitor Presence:** Low – Mason likely came through campus recruiting. Competitor staffing firms would have minimal involvement at this level (Prime's relationship-building here can ensure he sees us as a resource as he advances).

- **Past Performance to Cite:** Prime supports programs requiring cross-discipline systems thinkers – we've placed folks who balanced **engineering and other disciplines** (e.g. economics, like Mason's minor) on missile programs. On **NGI**, we had junior engineers who grew into key roles, which parallels Mason's trajectory [13].
- **Suggested Cold Call Opener:** *"Hi Mason, George from Prime Technical. I have to say – seeing an ex-collegiate athlete and Mines grad in Sentinel's engineering ranks is awesome* [62] *. I'm talking to bright up-and-comers like you to learn how the Sentinel SEIT culture is and where you guys might use a hand. Not selling a thing – I'd just love to hear if juggling things like SolidWorks vs. Cameo feels like a team sport to you, and how we could help support folks like you as you tackle this beast of a program."*
- **Phone / Email:** 703-280-2900 (office) [63] ; mason.baker@ngc.com [63] .

Nicholas Gibbs

- **Title: Principal Propulsion Engineer – Sentinel Boosters** (Northrop Grumman) [64]
- **Org Location:** Brigham City, Utah (Propulsion Subsystem site, near Promontory) [64]
- **Org Unit / IPT: Propulsion IPT** – works on the three-stage solid rocket motors (in partnership with Aerojet Rocketdyne) [65]
- **LinkedIn Icebreaker:** *"The word is you're one of the go-to propulsion specialists on Sentinel. As an Aerojet Rocketdyne partner on those boosters, you must have some stories about squeezing performance out of solid motors – I'd love to hear what unique challenges you're tackling up at Promontory."*
- **Team Size Estimate:** ~10 (the Propulsion IPT likely has a small team of principal engineers interfacing with Aerojet's larger team). Nicholas as a principal engineer may lead a sub-team or act as a subject matter expert.
- **Known Team Members: Ted Ingram III** is another Propulsion team member (fellow Propulsion engineer in Brigham City) [66] . They likely collaborate on booster design oversight and testing.
- **Current Pain Points: Vendor coordination and system integration** – ensuring Aerojet's booster designs meet system requirements. Potential issues with **propellant manufacturing, quality control, and schedule** (since any delay at the booster level affects the whole program). Also dealing with **classified flight test data** integration for which clearance is critical.
- **Talent Gaps to Target: Cleared propulsion test engineers** and **analysts** who can assist with modeling booster performance and analyzing test firings. Possibly a need for **safety engineers or QA specialists** to work with subcontractor deliverables.
- **Active Reqs:** N/A – highly specialized roles are usually filled internally or via Aerojet; no public requisitions for this exact position.
- **Competitor Presence:** Minimal – Propulsion is a sensitive, core area. Contractors from generic staffing firms are unlikely. However, smaller specialty firms or consultants might support test firing analysis. (Our advantage: we have cleared propulsion folks from other programs.)
- **Past Performance to Cite:** Prime has experience on **next-gen interceptor (NGI)** booster teams, providing **propulsion and flight engineers** [67] . We've also supported **rocket motor programs at Promontory** (through MBSE leads on NGI) which is directly relevant.
- **Suggested Cold Call Opener:** *"Hi Nick, George from Prime Technical. I know you're neck-deep in Sentinel's booster development – those three-stage solids are literally what get this program off the ground. We've placed a few propulsion and flight engineers on NG's NGI program* [68] *, so I wanted to reach out and see where Sentinel's propulsion team might need an assist. Even if you're all set, I'd value your take on any talent gaps or testing challenges you see coming. A quick chat would be awesome."*
- **Phone / Email:** 520-609-4973 (cell) [32] ; Email N/A (not listed).

Richard Richey

- **Full Name:** Richard Richey (exact spelling confirmed; appears as "Riichery" in notes)
- **Title:** N/A – *Not listed.* (Believed to be a **Site Lead or Project Manager** in a Sentinel-related support role – unconfirmed)
- **Org Location:** Possibly Colorado Springs, CO (843 area code is South Carolina, which is unusual; this contact might be remote or affiliated with a subcontractor) [69]
- **Org Unit / IPT:** N/A – *Unknown.* (Could be tied to a sustainment or facilities role; not enough info in docs)
- **LinkedIn Icebreaker:** *"Hi Richard – I'm reaching out because your name came up as someone we should know on the Sentinel program. I'd love to learn more about your role and any challenges you're facing that an outside partner might help with."*
- **Team Size Estimate:** N/A – *Unknown.*
- **Known Team Members:** N/A – not referenced in strategy documents.
- **Current Pain Points:** N/A – specifics not available. (Likely program support or logistics issues if he's a site lead, but we would need his insight.)
- **Talent Gaps to Target:** N/A – unknown without more data.
- **Active Reqs:** N/A
- **Competitor Presence:** N/A – no information.
- **Past Performance to Cite:** Prime's broad ICBM program support (SMORS, etc.) can be mentioned generally if context is learned.
- **Suggested Cold Call Opener:** *"Hi Richard, I'm George Maranville with Prime Technical. My team is doing our homework on Sentinel, and your name came up under 'contacts we need.' I'm not sure if you're dealing with sustainment, facilities, or something else on Sentinel – but wherever it is, I'd value your perspective. We've supported related ICBM efforts and just want to see if there's any gap we could help fill on your side. No pressure – even a brief intro call would help us understand your world better."*
- **Phone / Email:** 843-639-9286 (cell) [70] ; Email N/A.

Steven Dudnauth

- **Title: Test Engineer** (Sentinel Test & Evaluation) – *exact title not listed, but noted as "(Test)" in internal notes* [71]
- **Org Location:** Hill AFB, Utah (Sentinel Test Operations) – *area code 347 is NY, possibly a cell number; likely works at Hill AFB*
- **Org Unit / IPT: Test & Evaluation (Flight Test/Systems Test)** – part of the test team under PMO Test & Evaluation (likely works with Michelle Luna's group).
- **LinkedIn Icebreaker:** *"Steven, I hear you're one of the folks in the trenches of Sentinel's testing. People don't always appreciate the 'fire drills' of flight readiness – bet you've got some stories. I'd love to swap notes on how testing's going."*
- **Team Size Estimate:** Small – one of several test engineers; likely works hands-on with a subset (perhaps 5-10) of test personnel or as a lead for a particular test activity.
- **Known Team Members:** Likely reports to or works with **Michelle Luna** (System Test lead) and possibly coordinates with **Joel Navarro** (another Test & Eval engineer) [72] [73] .
- **Current Pain Points: Test execution pressure** – dealing with tight timelines for system verification, coordinating test ranges, and managing test data. Possibly lacks enough cleared test technicians or encountering last-minute issues (common pain: "nothing ever goes exactly as modeled" in test [74]).

- **Talent Gaps to Target: Cleared test technicians and data analysts** to support test events (setting up instrumentation, running test procedures, analyzing results). Also, additional hands for documentation (test plans, reports) to reduce engineer workload.
- **Active Reqs:** N/A – roles like Steven's are usually filled internally; no public postings found.
- **Competitor Presence:** Some – companies like **JT4** or **AECOM** support USAF test ranges, but within NG's test team, external presence is limited. Contractor test engineers may come via small subcontracts for specific trials.
- **Past Performance to Cite:** Prime has supported **flight test and V&V** on programs like **ICBM replacement trials and NGI**, supplying test engineers with TS clearances [24] [67] . We understand the high-pressure test environment and have folks who've "been there, done that" in missile testing.
- **Suggested Cold Call Opener:** *"Hi Steven, George from Prime Technical. I've heard how intense things get keeping Sentinel's test schedule on track – it's 80% planning and 20% firefighting, right? We've helped out on some crazy test campaigns for missile programs, so I'm just reaching out to learn where your team might be stretched thin [75] [76] . Even if it's just sharing war stories, I'd value your insight on the real challenges in Sentinel's test lane."*
- **Phone / Email:** 347-583-4323 (mobile) [71] ; Email N/A.

Johnny Nguyen

- **Title:** *Unknown – likely a Project Manager or Lead Engineer (Sentinel Program)*
- **Org Location: Redondo Beach, CA** (NG Aerospace Systems campus) – phone numbers indicate Los Angeles area [77]
- **Org Unit / IPT:** Possibly **Systems Integration or Test** (supporting Sentinel from the Southern CA site). *Exact unit not confirmed.*
- **LinkedIn Icebreaker:** *"Johnny, your name came up as a key player on Sentinel. With area codes in LA and Hill, it sounds like you bridge the California and Utah teams. I'm curious how that works and what challenges you tackle across sites – would love to learn more."*
- **Team Size Estimate:** N/A – *Unknown.* (He could be coordinating a small cross-site team or serving as a liaison; size not known.)
- **Known Team Members:** N/A – not referenced in documents. Possibly interacts with Hill AFB leaders and El Segundo engineers, but specifics not given.
- **Current Pain Points:** N/A – unclear without role detail. (Potentially dealing with cross-site coordination issues, or test asset logistics between CA and UT.)
- **Talent Gaps to Target:** N/A – *Unknown.* (If he's a cross-site project manager, perhaps needs support in project coordination or technical documentation – speculative.)
- **Active Reqs:** N/A
- **Competitor Presence:** N/A – no info, though SoCal has many defense contractors; if his role is in SW or integration, firms like **SAIC or Scaled Agile staffing** might hover.
- **Past Performance to Cite:** Generally, Prime's experience with **multi-site programs** (supporting both CA and UT offices on IBCS, NGI, etc.) can be noted once we learn his focus.
- **Suggested Cold Call Opener:** *"Hi Johnny, George Maranville from Prime Technical. I understand you're one of the folks linking the California and Utah sides of Sentinel. That caught my attention – we've supported teams out of both Redondo and Hill on other programs, and I know bridging that gap can be tough. I'm reaching out just to learn about any pain points in cross-site integration you're seeing and to introduce Prime as a potential support resource. Even a quick intro call would mean a lot."*
- **Phone / Email:** 626-731-1021 (mobile), 310-784-7341 (desk) [78] ; Email N/A.

Steve Miyasaki

- **Title: Systems Engineer – Mass Properties Lead, Sentinel GBSD** [79]
- **Org Location:** Layton, Utah (Sentinel Engineering, Hill AFB vicinity) [80]
- **Org Unit / IPT: Mechanical Engineering / Mass Properties** – responsible for weight & balance analysis of Sentinel components (ensuring missiles meet mass distribution requirements).
- **LinkedIn Icebreaker:** *"Steve, mass properties is one of those unsung but critical areas – if the numbers don't add up, nothing flies straight. I'd love to hear how you're wrangling all the moving parts (literally) on Sentinel's mass properties front."*
- **Team Size Estimate:** Very small – likely 2–5 specialists. Steve may be the lead coordinating with various design teams to gather weight data.
- **Known Team Members:** N/A – his role is singular; he interfaces with design leads across propulsion, re-entry, etc., rather than having a big team of his own. (Likely interacts with systems engineers and mechanical designers program-wide.)
- **Current Pain Points: Data gathering and change management** – mass properties engineers often struggle to get timely updates from all subsystem teams. Also, ensuring weight margins are met amidst design changes. Possibly needs better tools or extra hands for data tracking as designs mature.
- **Talent Gaps to Target:** A **junior mass properties engineer** or data analyst could help crunch numbers and maintain databases. Also, if clearance is a hurdle for hiring in this niche, Prime could offer a cleared hire ready to assist.
- **Active Reqs:** N/A – specialized role, usually one-per-program; no public job listing for additional Mass Properties personnel at this time.
- **Competitor Presence:** Low – mass properties is typically handled internally. Occasionally contractors (e.g. Belcan or ATA Engineering) might consult, but on Sentinel likely an internal team.
- **Past Performance to Cite:** Prime hasn't specifically cited "mass properties," but we have supported **mechanical engineering roles** on aerospace programs (e.g. payload weight analysis on satellite projects). Our cleared mechanical engineers are familiar with weight & balance concerns on missiles and could integrate quickly.
- **Suggested Cold Call Opener:** *"Hi Steve, George with Prime Technical here. You might be the first Mass Properties Lead I've seen on LinkedIn for GBSD – which tells me you're the guy keeping Sentinel balanced (literally). I know that often means chasing data from every team; we've got some experience corralling that kind of info on big programs. I'm not selling anything – just hoping to understand if there's any area a cleared extra set of hands might help you or if you foresee any weight management headaches we could solve. Even a quick chat would be great."*
- **Phone / Email:** 310-813-3493 (desk), 562-397-7051 (cell) [81] ; Email N/A.

Nicholas Johnson

- **Title: Software & C2 Engineer – Sentinel Program** (Northrop Grumman) [82]
- **Org Location:** Colorado Springs, CO / Roy, UT (works across both, possibly remote from CO) [82]
- **Org Unit / IPT: Software & C2 Integration** – involved in Command & Control software development/testing for Sentinel (likely part of the Ground Systems or C2 IPT). [82]
- **LinkedIn Icebreaker:** *"Nick, working on Sentinel's C2 software must be intense – nuclear command systems don't leave room for error. I see you split between Colorado Springs and Roy, which tells me you're crucial to connecting the software team with the base. I'd love to hear how that's going."*

- **Team Size Estimate:** ~10–15 (the Software & C2 IPT is sizable, but Nick as an individual contributor or team lead works within a sub-team of developers and systems integrators).
- **Known Team Members: Roberto Unzaga** (also listed under Software & C2) is likely a senior lead Nick works with or reports to [82] . They form part of the C2 software leadership team (Roberto possibly the lead, Nick a principal engineer).
- **Current Pain Points: Integrating complex software deliverables** – aligning the C2 code (battle management, launch control software) with system requirements. Possibly dealing with **cybersecurity hardening** (RMF, STIG) and latency issues across comm networks. Keeping geographically-separated teams (COS vs Roy) in sync is another challenge.
- **Talent Gaps to Target: Cleared DevOps and software test engineers** to accelerate integration testing (ensure continuous integration of new code). Also **cybersecurity engineers** to assist with RMF compliance in the C2 environments (if that's a burden on the dev team).
- **Active Reqs:** N/A – Northrop typically hires directly for software roles, though there are many Sentinel software job postings generally. No specific listing for a Software/C2 role by name.
- **Competitor Presence:** Moderate – big defense staffing firms (e.g., **TEKsystems, Apex**) are active in Colorado Springs for software/cyber contractors. Insight Global too for network admin roles. So external contractor presence in C2 software is plausible (and worth noting to Nick that we're aware).
- **Past Performance to Cite:** Prime has a track record in **command & control software support** – e.g., we provided cleared developers and testers on **IBCS** (Army missile defense C2) [83] and **inSITE** (cyber situational awareness) [84] . We're familiar with agile development in secure environments and can bring that to Sentinel C2.
- **Suggested Cold Call Opener:** *"Hi Nick, George from Prime Technical. I know keeping Sentinel's C2 software in line is a huge job – we've worked on similar command-and-control projects like IBCS, so I get the stakes* [83] *. I'm reaching out to understand where your team might be feeling pressure – whether it's continuous integration, testing, or cyber hardening. We've got cleared DevSecOps folks and ISSO SMEs if needed* [85] [86] *, but mainly I'd love to pick your brain on any support gaps you see. Even a quick call would be really insightful."*
- **Phone / Email:** 763-744-5124 (office), 571-239-6114 (mobile) [87] ; Email N/A.

Roberto Unzaga

- **Title: Software & C2 Lead Engineer – GBSD Command & Control** (Northrop Grumman) [88]
- **Org Location:** Colorado Springs, CO / Roy, UT (split duties) [88]
- **Org Unit / IPT: Software & C2 IPT** – likely the Integrated Product Team lead or a senior architect for Sentinel's command-and-control software.
- **LinkedIn Icebreaker:** *"Roberto, as the C2 software lead on Sentinel, you're basically the digital quarterback for this ICBM. I can only imagine the complexity – communications, security, real-time requirements… I'd love to learn how you're wrangling all those pieces (and keeping your developers sane!)."*
- **Team Size Estimate:** ~20–30 (the C2 software team is sizable; as a lead, Roberto oversees multiple sub-teams of developers, integrators, and testers across locations).
- **Known Team Members: Nicholas Johnson** is one of Roberto's team (principal C2 engineer) [82] . Roberto also interfaces with **Roger Johnson** (C2 hardware integration) and possibly the cyber team (Justin Nelson) to ensure software-security integration.
- **Current Pain Points: Synchronizing distributed development** – the team spans UT and CO, so ensuring consistent progress and integration is tough. Also **cybersecurity compliance** (RMF accreditation for C2 systems) and performance testing of the C2 network under load. Likely short on specialized talent like real-time programmers or network engineers to validate system robustness.

- **Talent Gaps to Target: Cleared software engineers** proficient in real-time embedded systems or network simulation to aid in testing the C2 system. Also additional **RMF/ISSO support** to handle the heavy security paperwork and continuous monitoring (so the devs can focus on coding) [89] [86] .
- **Active Reqs:** N/A (internally managed hiring; dozens of generic "Sentinel Software Engineer" postings exist, but none specifically identifying Roberto's team).
- **Competitor Presence:** Present – Colorado Springs defense companies (e.g., **Lockheed, SAIC**) and staffing firms have many cleared software folks. Apex and TEKsystems have likely placed some contractors in supporting roles. Roberto's team might already have some contractors in testing or maintenance.
- **Past Performance to Cite:** Prime has supported **C2 software integration** on programs like **JTAGS and IBCS**, providing not just developers but also ISSOs and test engineers to ensure end-to-end capability [90] [91] . We've dealt with the same challenges of secure comms and high-reliability code.
- **Suggested Cold Call Opener:** *"Hey Roberto, George from Prime Technical. I've been looking into Sentinel's software side and it sounds like you have one of the toughest jobs – leading the C2 software team for a nuclear program. We've had success providing talent for similar C2 efforts (IBCS, JTAGS)* [90] *, so I'm reaching out to see if there are any skill gaps or extra load on your plate where a ready-to-go cleared engineer might help. Even if not, I'd appreciate a few minutes of your insight on what keeps you up at night (besides STIG checklists)* [89] [92] *."*
- **Phone / Email:** 385-835-1397 (office), 385-233-7085 (alt office), 801-319-7423 (cell) [88] [87] ; Email N/A (not listed).

John Palmer

- **Title: Staff Systems Engineer – Sentinel (Test Data & Digital Integration)** (Northrop Grumman) [93] [94]
- **Org Location:** Las Vegas, NV (remote support to Roy, UT) [93] [95]
- **Org Unit / IPT: Systems Engineering / Digital Transformation Office** – supports Sentinel's Test Data Management System and NG's enterprise digital integration efforts [93]
- **LinkedIn Icebreaker:** *"John – I have to admit, yours might be the most interesting profile I've seen: from DreamWorks animation pipelines to Sentinel's semantic data fabric* [96] [97] *. That cross-over of AI, data library science, and defense is mind-blowing. I'd love to hear how you're applying that in Sentinel's test architecture."*
- **Team Size Estimate:** Small (<10) – John likely operates as a subject matter expert or team of one in certain areas (knowledge graphs, metadata) and collaborates across teams rather than managing a big group.
- **Known Team Members:** Works closely with Sentinel's **Digital Transformation Office** and test data team – likely partners with folks like **Norman Kay** (for systems architecture) and interfaces with the cybersecurity and data management folks. No specific names mentioned as direct colleagues in docs, given his unique role.
- **Current Pain Points: Metadata harmonization & AI integration** – merging large volumes of test data, ensuring data is discoverable and usable (he's known for ontologies, taxonomy) [98] [99] . Also exploring how **AI/LLM** can assist Sentinel (which is cutting-edge and likely under-resourced). He might need to secure more buy-in or resources to implement advanced data solutions.
- **Talent Gaps to Target: Cleared data engineers and knowledge management specialists** who understand ontologies/semantic web, to help build the "test data fabric." Also **AI/ML engineers** with clearances who can prototype and secure AI models for things like predictive maintenance or test analysis [97] [100] .

- **Active Reqs:** N/A – this is a niche area; positions would be rare and possibly filled internally or by targeted recruitment.
- **Competitor Presence:** Low – few companies have someone like John. However, big integrators (Leidos, CACI) might pitch AI solutions. It's likely John is aware of external efforts but largely driving internal innovation. (Our opportunity is to support him with specialized contractors if needed.)
- **Past Performance to Cite:** Prime has staffed **TS/SCI-cleared data engineers and knowledge-graph SMEs** on projects for NGA and STRATCOM [97] [101]. We also have placed ISSMs and cloud architects for FedRAMP-high systems [102]. In short, we're comfortable at the intersection of big data, AI, and defense – the same intersection John navigates.
- **Suggested Cold Call Opener:** *"Hi John, George Maranville here. I'll be honest – your career had me floored: building DreamWorks' data infrastructure and then architecting NG's semantic data fabric [103] [96]. I support defense programs by assembling cleared tech teams, and I'm really curious about the metadata/AI challenges you're tackling on Sentinel. No sales pitch – I'd be honored just to hear where you see semantic integration or AI headed for programs like this [104]. If you ever have 15 minutes to spare, I'd love to learn from your experience (and as a fellow data geek, swap a story or two about preserving archives!)."*
- **Phone / Email:** 213-453-1547 (office), 562-673-2717 (cell) [105]; Email N/A (not listed).

Mike Balice

- **Title: Principal Subcontracts & Supply Chain Manager – GBSD Program** (Northrop Grumman) [106]
- **Org Location:** Ogden, Utah (near Hill AFB) [106]
- **Org Unit / IPT: Subcontracts & Supply Chain** – oversees procurement and subcontractor performance for Sentinel (particularly in Ogden's supply chain hub).
- **LinkedIn Icebreaker:** *"Mike, managing supply chain for Sentinel must feel like herding cats across 32 states. I see you're right there in Ogden, probably dealing with everything from rocket motor parts to HVAC units for silos. I'd love to learn how you're keeping all those subcontractors in line (and on time)!"*
- **Team Size Estimate:** ~10 (the supply chain team for Sentinel at that site could be around ten supply chain specialists and buyers). Mike likely leads a group handling different commodity areas.
- **Known Team Members:** Interfaces with many: internally with engineering and PMO, and externally with subcontractors. No specific individuals noted, but **Natasha Eggland** might be a site lead mentioned in notes (though context unclear) [107]. He also collaborates with SBLO/small business offices as hinted in BD plan.
- **Current Pain Points: Supply chain delays and vendor issues** – e.g. long lead times, quality issues, or vendor staffing shortfalls (labor gaps at subcontractors). Possibly dealing with parts shortages (a known risk in Sentinel) [108]. Also pressure to meet **cost targets** in a huge program with strict budgets.
- **Talent Gaps to Target: Cleared supply chain analysts or expediters** to assist with tracking deliveries and managing supplier performance. Also could use **logistics coordinators** to help with on-site material handling as deployment nears.
- **Active Reqs:** N/A – supply chain roles are usually filled internally; not aware of external postings specifically for Sentinel subcontracts managers.
- **Competitor Presence:** Some – big defense programs often use contractors for surge support in procurement. Companies like **Bowhead, Oasis Systems** might have people embedded in supply chain tasks. Also, firms like **Insight Global** could provide junior buyer temps. Mike may have encountered those or have them on staff.

- **Past Performance to Cite:** Prime has supported **Northrop's supplier management** on other programs by providing **cleared procurement specialists** during surges. For example, we've worked through SBLO channels on IBCS and provided logistics staff on SMORS [109] [110]. We know how to step in on large program supply chains to add immediate value.
- **Suggested Cold Call Opener:** *"Hi Mike, George at Prime Technical here. I suspect Sentinel's supply chain has you juggling a lot – I've seen how even a missing bolt can hold up a missile test. We've helped out on big programs (like handling surge buying on a STRATCOM project), and I'm reaching out to see if you have any supplier or staffing bottlenecks we might ease. Even if everything's golden, I'd appreciate hearing your perspective on where a small business like ours could pitch in without slowing you down."*
- **Phone / Email:** 661-272-3519 (desk), 661-406-0817 (cell), 805-573-5821 (cell) [111]; Email N/A.

Ted Ingram III

- **Title: Principal Engineer – Propulsion Systems** (Northrop Grumman) [112]
- **Org Location:** Brigham City, Utah (Propulsion subsystem site) [64]
- **Org Unit / IPT: Propulsion IPT** – works on Sentinel's solid rocket boosters (likely focuses on Stage 1 or Stage 2 integration with Orbital ATK/Aerojet).
- **LinkedIn Icebreaker:** *"Ted, being on the propulsion team for Sentinel must be pretty exciting – not many people get to say they're helping build a rocket that could last 50 years. I'm a propulsion nerd at heart, so I'd love to hear what part of the booster keeps you up at night (nozzle design, grain geometry, all the fun stuff)."*
- **Team Size Estimate:** ~10 (similar to Nicholas Gibbs' context – Ted is one of a handful of senior propulsion engineers at the Promontory/Brigham site).
- **Known Team Members: Nicholas Gibbs** (propulsion colleague) [113]. Also coordinates with Aerojet Rocketdyne teams. Possibly interacts with **Thiokol/Orbital ATK** veterans at the Promontory facility.
- **Current Pain Points: Propellant and stage integration challenges** – ensuring each stage meets weight/thrust specs, integrating igniters, avionics, and ensuring environmental factors (temperature, vibration) are mitigated. Possibly dealing with any **test failures or anomalies** in motor static fires. Additionally, knowledge transfer (many propulsion experts are nearing retirement, so talent pipeline is a worry).
- **Talent Gaps to Target: Cleared propulsion test specialists** (for static fire test support), **materials engineers** experienced with solid propellants, or **stress analysts** for motor casings. Essentially, niche skills to augment the core propulsion team during peak testing or analysis periods.
- **Active Reqs:** N/A – nothing specific externally; NG tends to staff propulsion internally or via Aerojet's personnel.
- **Competitor Presence:** Very low – propulsion is tightly controlled. Contractors might only be used for non-critical support (data reduction, etc.). Main "competitors" here are other divisions of Northrop or Aerojet's own hiring efforts rather than staffing firms.
- **Past Performance to Cite:** Prime's support to **NGI's propulsion and flight systems** is relevant – we placed engineers who worked on **propulsion subsystems in Huntsville and Promontory** [67]. We are familiar with the unique clearance and safety requirements of missile propulsion projects.
- **Suggested Cold Call Opener:** *"Hello Ted, this is George with Prime Technical. I know folks like you on the Sentinel propulsion team have a lot on your plate – big motors, big responsibilities. We've had the privilege to support some rocket motor projects (e.g. on NGI) with extra engineers [68], so I wanted to reach out and see if there's any niche expertise or extra hands your team could use as testing ramps up. Even if you're fully staffed, I'd be grateful for 5 minutes of your insight into any upcoming propulsion hurdles – we might just have the right person in our stable when you need them."*

- **Phone / Email:** 385-442-0488 (desk), 425-418-7533 (cell) [32] ; Email N/A.

Rachel Geerlings

- **Title: Chief Engineer – Sentinel Program (Systems)** (Northrop Grumman) [114]
- **Org Location:** Roy, Utah [114]
- **Org Unit / IPT: Program Engineering (PMO)** – high-level systems engineering oversight (possibly focused on Cyber or Test/Verification) [115]
- **LinkedIn Icebreaker:** *"Rachel, I've been told the smartest engineers on Sentinel tend to work behind the scenes – something tells me you're one of those people* [116] *. Your crossover from things like NASA's HERA project to GBSD is wild; I'd love to hear how that unique experience is coming into play on Sentinel."*
- **Team Size Estimate:** Medium (~15–20) – as a Chief Engineer (likely at the IPT level), Rachel would guide a team of lead engineers and specialists in her domain (cyber integration or test verification).
- **Known Team Members:** She may report up to the Program Chief Engineer and work with IPT leads like **Orrin Pope or John Palmer** [38] . The strategy notes she's likely embedded in an IPT under leaders like Pope/Palmer [38] , suggesting she's a key player in those teams.
- **Current Pain Points: Systems integration "gotchas"** – as a detail-oriented integrator, she's probably dealing with issues that others overlook (ensuring all subsystems talk to each other, interface control docs are followed). Also, possibly balancing **cybersecurity compliance** with system performance (if her role leans cyber/test). She might feel the strain of being the go-to problem solver ("catches what no one else does" syndrome).
- **Talent Gaps to Target: Specialized test engineers or integration engineers** that can take on some of the behind-the-scenes validation work – e.g., **cleared MBSE modelers** or **automated test scripters** – to free her for higher-level issues. Maybe also a need for **junior systems engineers** she can mentor to carry forward the knowledge (especially given how unique her background is).
- **Active Reqs:** N/A – her position is senior; no public vacancy. (Perhaps openings for systems engineers exist on her team, but not by name.)
- **Competitor Presence:** Limited – at her level, likely none. However, **MITRE or Aerospace Corp** FFRDC personnel might interface in systems engineering reviews (not exactly competitors but outside influencers). Ensuring Prime is a known entity helps if her team ever needs contractor support instead of FFRDC advice.
- **Past Performance to Cite:** Prime has inserted **cleared subject-matter experts** into similar roles on other programs – for instance, we provided **systems integrators on SMORS and NGI** who handled cross-discipline verification [24] . We are comfortable being the extra eyes and hands that ensure nothing falls through the cracks, which seems to align with Rachel's "find and fix the unseen issues" expertise.
- **Suggested Cold Call Opener:** *"Hey Rachel, George from Prime Technical here. I came across your background and it really jumped out – you've thrived on those high-stakes integration teams where the real magic (and headaches) happen* [116] *. I'm trying to learn from folks like you who keep everything moving on Sentinel, to see if there's any way an external partner could actually be useful, not in the way. I'd love to get your take on the hidden challenges – the stuff outsiders usually miss* [117] *. Even a short conversation would mean a lot, and I promise no hard sell – just genuine curiosity and figuring out if we can help solve any problems you're wrestling with."*
- **Phone / Email:** (808) 333-2353 (cell) [114] [118] ; Email N/A.

Mark Schubert

- **Title: Principal Systems Engineer – Verification & Validation (V&V)** (Northrop Grumman) [119]
- **Org Location:** Roy, Utah [120]
- **Org Unit / IPT: Systems Test & Integration** – leads system-level verification and integration testing for Sentinel [121]
- **LinkedIn Icebreaker:** *"Mark, I saw your depth in V&V and system integration – that's exactly where support usually shows up too late in a program* [122] [123] *. Are you the guy holding the line between validation and chaos right now? Because it sure looks like it."*
- **Team Size Estimate:** ~10–15 (he's a mid-senior technical leader, likely coordinating a cross-functional test team spanning multiple subsystems) [124] [125] .
- **Known Team Members:** Works with subsystem test leads (for propulsion, guidance, C2, etc.). Possibly mentors engineers like **Steven Dudnauth** (test engineer) or collaborates with **Joel Navarro** (test conductor) in executing system-level tests.
- **Current Pain Points: Cross-domain traceability and validation bottlenecks** – ensuring all subsystems' requirements are verified and issues between interfacing components get resolved [126] . Likely fighting the "post-CDR crunch," where integration testing finds problems that require quick fixes. Also, shortage of cleared V&V personnel, making it hard to cover all test events without burning out the team.
- **Talent Gaps to Target: Cleared V&V engineers** with missile systems experience to surge for test events, **requirements traceability analysts** to help manage DOORS and verification matrices, and **modeling & simulation experts** to run digital twins during testing [24] [126] .
- **Active Reqs:** N/A – V&V engineers are in demand but usually sourced internally or via known contractors; no explicit job posting found with his title.
- **Competitor Presence:** Some – **MITRE** systems engineers might observe or assist in verification (again not a competitor in staffing, but external presence). Also, contract labor from specialty firms could be used for test documentation or running test procedures – likely minimal so far, meaning opportunity for Prime.
- **Past Performance to Cite:** Prime's cleared V&V engineers have been **deployed on NGI, SMORS, and IBCS** – exactly parallel efforts [24] . We've come in as surge support in the post-CDR phase on other programs, providing personnel who hit the ground running with DOORS, STK, and MBSE toolchains [127] .
- **Suggested Cold Call Opener:** *"Hey Mark, this is George Maranville calling from Prime Technical. I've been mapping out Sentinel's integration effort and your name came up as key to keeping validation on track. From what I hear, you're practically writing the playbook others follow* [128] *. I'm brand new on the cleared staffing side (after a decade in consulting) and not looking to pitch you blindly – I'd really just love to understand what challenges you're seeing in Sentinel V&V and if there's a way an outside team could genuinely help rather than get in the way. If you can spare 5-10 minutes sometime, I'd greatly appreciate it."*
- **Phone / Email:** Mark.Schubert@ngc.com [129] ; 801-775-1045 (desk), 317-793-8634 (mobile) [130] .

Justin Nelson

- **Title: Cybersecurity Engineer (ISSO) – Sentinel PMO Cyber Team** (Northrop Grumman) [131]
- **Org Location:** Roy, Utah [132]
- **Org Unit / IPT: Cybersecurity / ISSO Team** – responsible for information systems security and RMF compliance within the Sentinel program office [133] [89]

- **LinkedIn Icebreaker:** *"Justin, keeping Sentinel's cyber posture tight must be a 24/7 mission – I bet you sleep with STIG checklists under your pillow* [92] . *It's not often I meet someone who's deep in RMF on a nuclear program; I'd love to hear how things are going on your end."*
- **Team Size Estimate:** ~5–10 (the PMO Cyber/ISSO team is usually small – a handful of ISSOs/ISSMs covering various enclaves and labs). Justin likely focuses on accreditation paperwork, continuous monitoring, and coordinating with the larger corporate cyber org.
- **Known Team Members:** Possibly works with **John Ropp, Joseph Roesch** (other ISSOs/ISSMs listed) [134] . Those two are in the Cyber/ISSO group; Justin might be their colleague or even a deputy. They collectively secure Sentinel's networks and systems.
- **Current Pain Points: RMF compliance overload** – managing eMASS entries, POA&Ms, and frequent audits. Also, **enclave management** – ensuring all dev and test environments are properly secured (scans, patching). Possibly struggling with limited manpower given the scale of Sentinel's IT footprint, and needing to approve a barrage of software and hardware under strict rules. Bandwidth is a big issue (one note: "if any cyber talent rotates or hits bandwidth cap" applies here [135]).
- **Talent Gaps to Target: Cleared ISSO/ISSM personnel** who can take on documentation and compliance tasks (RMF package prep, STIG hardening) to relieve core team. Also **cyber analysts** to run Nessus scans, ACAS, etc., so Justin can focus on higher-level security architecture.
- **Active Reqs:** N/A specifically by name, but Northrop continuously seeks cleared cyber engineers for Sentinel – likely internal postings for ISSOs.
- **Competitor Presence:** High in general cyber hiring – firms like **Booz Allen, CACI** aggressively recruit RMF professionals. On Sentinel, there may already be contractor cyber SMEs from e.g. **Leidos** or **Torch Technologies**. In the LinkedIn search, his profile was linked with those competitor patterns [7] , indicating he's in a space where recruiters are active.
- **Past Performance to Cite:** Prime has a pipeline of **cleared RMF and cybersecurity SMEs** – we've supplied **ISSO/ISSEs on inSITE** (Air Force cyber awareness program) [84] and other DoD projects. We understand Xacta, eMASS, STIGs, etc., and have helped programs get through tough accreditation pushes.
- **Suggested Cold Call Opener:** *"Hi Justin, George Maranville at Prime Technical. Your name came up as one of the gatekeepers for Sentinel's cyber compliance – if someone's securing enclaves and wrangling eMASS, it's you* [133] [136] . *I'm reaching out because we've got folks who've done that grind on programs like inSITE, and I'm trying to learn where your team might need backup (no one ever complains about extra hands with RMF paperwork, right?). I'd value even a short chat to hear what challenges you're facing, and see if we have talent that could plug in without adding hassle."*
- **Phone / Email:** 801-401-9065 (office), 385-520-3757 (mobile) [137] ; Email N/A.

Michelle Yung

- **Title: Program Manager, PMO – Sentinel** (Northrop Grumman) [138]
- **Org Location:** Roy, Utah [138]
- **Org Unit / IPT: Program Management Office (PMO)** – manages project execution within the Sentinel program (likely responsible for a segment of the program or a major initiative).
- **LinkedIn Icebreaker:** *"Michelle, I see you're a key program manager in Sentinel's PMO. Program managers like you are the glue holding these massive efforts together – I'd love to hear how you keep 10,000 moving parts on track and where the biggest headaches are these days."*
- **Team Size Estimate:** Small direct team (perhaps 5) but a **large influence radius** – she coordinates cross-functional teams and may lead a project management support staff.

- **Known Team Members:** Works alongside other PMO leads (Patrick Roberts, Kaitlyn Kalfman) and interfaces with virtually all IPTs. Her immediate team may include schedulers or project coordinators. (No specific names given except those peers in the PMO listing.)
- **Current Pain Points: Schedule and risk management** – keeping the Sentinel master schedule aligned with reality, managing the ever-present threat of delays or scope changes. Also ensuring communication among IPTs (so nothing falls through cracks). Possibly shortage of **cleared support staff** for tracking all the metrics, given the program scale.
- **Talent Gaps to Target: Cleared project controllers or scheduling analysts** (to maintain IMS, run EVM reports), and **risk management specialists** who can help identify and mitigate program risks. Essentially, more hands in the PMO to assist with the heavy lifting of a $13B program's admin and coordination [139] [140] .
- **Active Reqs:** N/A specifically; NG posts many "Program Manager" jobs but her role is likely filled internally long ago. There might be openings for project analysts on her team internally.
- **Competitor Presence:** Limited – core program management usually stays in-house. However, sometimes **PM consultants** or contractors might be brought for specific tasks (e.g., scheduling tools, Earned Value tracking). Given Sentinel's importance, not much evidence of that yet – a space Prime could propose help in.
- **Past Performance to Cite:** Prime provided **surge PM support on SMORS** (ops continuity) and helped with **BOA (Basic Ordering Agreement) surge staffing** for program offices [141] . We've successfully integrated project support staff into large NG programs to alleviate PM workload.
- **Suggested Cold Call Opener:** *"Hello Michelle, I'm George with Prime Technical. I know program managers like you often wear a dozen hats on Sentinel – from risk wrangling to schedule firefighting. We've supported PMOs on similar programs (for example, helping run schedule control on an ops readiness program)* [141] *, so I wanted to reach out and see if you could use any extra bandwidth. Even if you're fully staffed, I'd love to hear where the PMO's biggest strains are – maybe we can have folks ready to jump in when you hit crunch time. A short chat would be greatly appreciated."*
- **Phone / Email:** 801-251-4122 (desk), 801-870-2892 (mobile) [142] ; Email N/A.

Patrick Hood

- **Title: Logistics & Sustainment Manager – Sentinel Deployment** (Northrop Grumman) – *title inferred from context*
- **Org Location:** Hill AFB / Roy, Utah [143]
- **Org Unit / IPT: Logistics & Sustainment** – part of the Sentinel ILS team focused on base/site activation and long-term sustainment planning [143]
- **LinkedIn Icebreaker:** *"Patrick, I'm hearing you're one of the go-to folks for Sentinel sustainment. People like you who translate logistics between development and ops are worth their weight in gold – mind if I pick your brain on how things are going as we inch toward deployment?"*
- **Team Size Estimate:** ~5–10 (likely oversees a segment of sustainment, possibly specific to training equipment, tech data, or supply chain for deployment).
- **Known Team Members:** Collaborates with **John Powell and Shelby Iverson** in the sustainment realm [28] . May also work with USAF counterparts at Hill AFB's GBSD Program Office.
- **Current Pain Points: Transition to operational sustainment** – ensuring support equipment, manuals, spares, etc. will be ready for initial deployment. **Staffing cleared maintenance personnel** or securing training devices might be challenging. Also dealing with legacy systems (Minuteman III) turnover – a complex coordination with Air Force maintainers.

- **Talent Gaps to Target: Field support reps and technical trainers** (with clearances) to help with training units and writing technical manuals. Possibly **logistics analysts** to model spares and reliability (if not enough internal analysts to cover it all).
- **Active Reqs:** N/A – not publicly hiring for this specific role; those needs are often internal or via small subcontracts for training development.
- **Competitor Presence:** Some – logistics support contractors like **CACI, COLSA** or **Amentum** might be circling to offer services for Sentinel deployment. Insight Global occasionally supplies technical writers or trainers. Patrick's team might see pitches from those, which is why building a relationship now is key.
- **Past Performance to Cite:** Prime's role in **SMORS sustainment** included providing ILS and maintenance experts [30] . We also have delivered **cleared trainers and logistics planners** for new system fielding (e.g., our staff helped stand up training for a missile warning system). This background aligns well with the challenges Patrick faces.
- **Suggested Cold Call Opener:** *"Hi Patrick, George from Prime Technical. I understand you're deep into figuring out how to keep Sentinel running once it's in the field – from spares to support equipment. We've done something similar for STRATCOM on the SMORS program, supplying cleared maintenance planners* [30] *, so I wanted to reach out. I'm not here to push a contract on you – just hoping to learn where you see gaps in the sustainment plan and see if we have folks who could fill those when needed. Even a quick 10-minute conversation would be extremely helpful for us to align with your needs."*
- **Phone / Email:** 386-416-8981 (cell) [78] ; Email N/A.

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[13] [30] [31] [67] [68] [83] [84] [90] [91] [109] [110] [140] [141] Prime Ngc Past Performance.pdf

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[41] [42] [65] [108] [139] Comprehensive Business Development Plan for GBSD (Sentinel) Subcontracting.pdf

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[79] Steve Miyasaki - Systems Engineer - Mass Properties Lead on …

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