Michael A. Gulli

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Equitus

Clearwater, FL

Hello

I am interested in the Director of BD position. This is well aligned with my extensive BD/Capture Management, Technology Management Consulting and Emerging Technologies experience working with Academia, Government, Primes and SIs. I am currently an Independent Consultant focused on AI Data & Analytics Platforms for Federal and DoD/IC clients including DoC, NGA, FDA, DoD and IC.

This includes Digital Engineering and Modern Software Development using SAFe SDLC and AI Data Analytics. Focus areas include Knowledge Maps for DoD Supply Chain Intelligence and Digital Engineering. I was previously BD/Capture Director at DSA focused on JADC2 and Project Overmatch initiatives. Prior to this, I was a Proposal Development Manager at Accenture Federal Services leading Large Scale, Enterprise-wide Digital Transformation Proposal Volumes including across Federal and DoD Agencies.

Focus areas included ERP, RPA, Cloud, Agile/DevOps, AI/ML, Cyber, Data Science and other solutions. I am proficient in O365, Salesforce, MS Dynamics, Adobe Acrobat, Shipley Capture/Proposal Process and other software tools and processes. I have developed many White Papers for emerging technologies including Advanced Software Solutions; AI Data & Analytics Platforms and other technologies. I have been pursuing SI partners for the ACOR-N ELINT Tracker including PoR insertion support for DCGS, NAVSEA CEC, NAVAIR Minotaur and CJADC2 Acquisition Programs.

Current ACORN-N focus includes Anomalous Behavior Detection and Pattern of Life Processing, Exploitation and Dissemination Operations. I am actively pursuing Army Modern Software Development and Enterprise Business Systems-Convergence programs working with senior personnel from DASA-DES, Army Futures Command and SIs. I also participate in the NDIA Digital Manufacturing Working Group with focus on Air Force MBSE plans and programs including Knowledge Maps for Disparate MBSE tools and processes

Thank you for your consideration and I look forward to discussing this exiting role at Equitus

Sincerely,

Michael A. Gulli