

Melissa Harris Tate serves as Director of Business Development and Capture Management, providing enterprise-level leadership for growth strategy, capture execution, and market expansion in support of DoD, federal, state, and public infrastructure mission environments, including OCONUS operations. With more than 20 years of experience, she advises executive leadership on market entry, pipeline investment decisions, competitive positioning, and capture prioritization aligned with mission requirements, operational readiness, and long-term sustainment objectives. Her work supports more than \$4.5B in awarded and pursued contract growth across construction, facilities support, logistics, operations & maintenance, engineering, and information technology services in highly regulated acquisition environments.

Melissa began her federal contracting career in senior leadership with an SBA 8(a) firm, strengthening engineering and IT capabilities to enhance mission effectiveness and expand federal market presence. She brings deep expertise in FAR-based contracting, regulatory compliance, and federal acquisition strategy, with experience supporting competitive procurements and task order execution under IDIQ, MATOC, SATOC, and SABER contract vehicles, ensuring capture strategies are compliant, technically aligned, and competitively positioned.

She later served as Vice President of Business Development for Metro Service Group in partnership with the AECOM/Hunt–Gibbs Boh Metro Joint Venture on the \$2.5B Louis Armstrong New Orleans International Airport (MSY) CMAR North Terminal project — a transformative public-private infrastructure initiative in the State of Louisiana. In this role, she led capture and go-to-market strategy within a complex multi-partner environment, aligning joint venture positioning, stakeholder engagement, and local subcontractor integration to support regional participation goals and long-term program success. Her experience reflects a disciplined business development lifecycle focused on strategic teaming, small and disadvantaged business inclusion, and competitive differentiation within large-scale infrastructure modernization programs.

Throughout her career, Melissa has partnered with both emerging and established firms to advance new market penetration, structured teaming strategies, and scalable growth across federal and commercial sectors. She has also served as Vice Chair of the Society of American Military Engineers (SAME), strengthening collaboration between industry and government stakeholders within the defense and infrastructure community.

Melissa is recognized for translating customer intelligence, theater-specific operational realities, and regulatory requirements into executable capture strategies that strengthen competitiveness, manage risk, and deliver sustainable enterprise growth in mission-driven environments.