

LORI A. ERICSON

PROPOSAL MANAGEMENT

*Ensures rapid responses to changing market conditions,
bringing companies the necessary agility to compete effectively while staying secure.*

Purcellville, VA • Mobile 703.850.6516 • lori@sidcat.com • TS/SCI Security Clearance

Ms Ericson is a multi-dimensional leader with professional insight and high-caliber acumen honed from more than fifteen years of investigations and technical consulting within an array of federal, state, and local agencies. Ms. Ericson began her career as a police officer/sergeant in Minneapolis, MN and went on to complete a Bachelor's Degree in Political Intelligence and a Master's degree in Computer Information Systems. Together with her unique background in law enforcement and diverse government studies she has acquired a deep knowledge of information sharing and knowledge management practices across multiple sectors. Her investigative and law enforcement background has provided unique depth and insight to her consulting and proposal work. In addition to her experience in federal contracting, Ms. Ericson possesses an extensive understanding of rules of criminal procedure, rules of evidence, search and seizure, and methods and patterns of crime, interviewing subjects and witnesses, and techniques of investigating. She is able to assess the technical and business needs of simple or complex projects and investigations. Her steady demeanor allows her to drive business improvements by influencing key stakeholders to ensure buy-in at all levels. She brings exceptional cross-functional leadership skills with expertise in the analytics required to architect complex solutions and then accurately and clearly communicate those solutions to key personnel; or to complete a complex investigations crossing multiple jurisdictions. Drawing on her ability to craft solutions with a team or as an individual, she has become well grounded and able to provide excellent investigations, proposal management, program management, communications, and clear and concise writing.

- Creates function-to-function collaboration and shared accountability; puts into practice standards for authentic communication, compelling proposal teams to progress beyond expectations to deliver sound, accurate business solutions.
- Expertise in client-side transformation, change management, program and project management, business development, account management, and senior delivery leadership.
- Leverages deep understanding of the keys to operating excellence as a global driver of economic profit.

KEY STRENGTHS

Best Practices
Business Development
Change Management
Community Relations
Consensus Building

Government Relations
Knowledge Management
Presentations
Problem Solving
Program Management

Proposal Management
Relationship Building
Risk Assessment/Mitigation
Strategic Planning
Team Leadership

EDUCATION • PROFESSIONAL DEVELOPMENT

Master of Science, Computer Information Systems - University of Phoenix, Phoenix, AZ

Bachelor of Arts, Political Intelligence - George Mason University, Fairfax, VA

Associate of Arts, Law Enforcement - Alexandra Technical Institute, Alexandria, MN

PROFESSIONAL EXPERIENCE

SNVC, Fairfax, VA

2010 – 2011

Provider of IT and network solutions needed to succeed in today's era of defense, security, and business transformation.

ACCOUNT MANAGER

Served as **Proposal Manager** for the Department of Homeland Security (DHS) **Enterprise Acquisition Gateway for Leading Edge (EAGLE) II** effort; oversaw the support of senior management and coordinated the involvement of six external companies as key team members in the development of critical EAGLE II solution sets. Assured compliance and responsiveness were strictly followed throughout the effort, fine tuning and adjusting as needed through a compliance matrix, writing assignments, scheduling, deadlines, etc.

Key highlights

LORI ERICSON, CONTINUED

- Introduced innovative Shipley methodologies, in-house tools, cost analysis, and pricing models throughout the project lifecycle.
- Spearheaded win themes and value propositions in conjunction with Strengths, Weaknesses, Opportunities, and Threats (SWOT) analysis to align corporate positioning with targeted strategies.
- Maintained team meetings and regular review cycles to ensure progress, including editing of documentation, and issue and conflict resolution management.

InterAmerica Analytics (IAA), Philomont, VA

2005-Present

CHIEF OPERATING OFFICER

PROPOSAL/GRANT MANAGEMENT

Directs the performance of a select team of cross-functional personnel in the execution of diverse project contracts. Assures Shipley methodologies, in-house tools, cost analysis, and pricing models are adjusted to the nuances of each project and followed throughout the project lifecycle. Spearheads win themes and value propositions in conjunction with SWOT analysis to align corporate positioning with targeted strategies. Maintains team meetings and regular review cycles to ensure progress, including editing of documentation, and issue and conflict resolution management. Tailors approach to unique needs of each proposal/grant by adjusting roles as needed. Assures common vision for each project; establishes clear lines of authority; coordinates closely with the capture manager for insight and vision into each effort.

PROPOSAL MANAGER, BITSYS (2010)

PROJECT: CLASSIFIED IDIQ, MULTIFACETED REQUEST FOR PROPOSAL (RFP), \$50M VALUE

Generated a compartmentalized cross-reference matrix of work to be performed by incorporating the Performance Work Statement (PWS) in each relevant RFP section in order to develop writing templates.

PROPOSAL MANAGER, BITSYS (2010)

PROJECT: CLASSIFIED IDIQ REQUEST FOR PROPOSAL, \$130M VALUE

Structured meetings and schedules as well as produced a compliance and responsiveness matrix and checklist to maintain on-time delivery of multiple task orders. Innovated the proposal process strategy and contributed to proposal themes and storyboarding. Interfaced with Subject Matter Experts (SMEs), writers, graphics, and editors on proposal documents in regard to accuracy, consistency and compliance.

SECTION MANAGER/PROGRAM MANAGER, RELIASOURCE (2009)

PROJECT: DHS INFORMATION SHARING/COLLABORATION SUPPORT SERVICES (ISAC) PROPOSAL, \$60M VALUE

Designed outlines, storyboards, proposal themes, messages, and capture strategies, while evaluating differentiators and discriminators and aiding analysis and writing through the introduction of Shipley methodologies. Interfaced with SMEs, writers and editors as part of the pink and red teams, and led the overall collation of participant resumes, qualifications, bio statements, and other materials.

GRANT MANAGER, LEECH LAKE BAND OF OJIBWE (2009)

PROJECT (2009): Managed renewal grant for US Department of Justice (DoJ), Office on Violence against Women, Grants to Encourage Arrest Policies and Enforcement of Protection Orders Program. Managed development of grant package for follow-on effort.

PROJECT (2009): Managed grant efforts focused on improving community policing strategies across the greater Leech Lake Reservation including portions of Beltrami, Cass, Itasca, and Hubbard Counties under the Community Oriented Policing Services (COPS) Hiring Recovery Program (CHRP)

PROPOSAL MANAGER, IAA (2006)

Managed the development of a proposal to the Bureau of Justice Statistics (BJS) to create and develop a methodology for ensuring 100% response to a Law Enforcement Academy survey; proposed the development of a website/database system to provide answers and continuing information exchange between respondents, Team IAA, and BJS.

PROPOSAL MANAGER, IAA (2006)

Managed the development of a methodology for a proposal to the Bureau of Justice Assistance (BJA) and the Office of Juvenile Justice and Delinquency Prevention (OJJDP) to survey gang units in large state and local law-enforcement agencies with 100 or more officers with the goal of producing standardized metrics with which to compare agencies surveyed.

PROPOSAL MANAGER, IAA (2006)

LORI ERICSON, CONTINUED

Managed the development of a methodology for a proposal to the National Institute of Justice (NIJ) and Indian Country stakeholders to provide a comprehensive survey of Indian Country jails nationwide with the intent of providing recommendations to improve detention procedures and policy.

PROGRAM MANAGER, UNISYS (2005)

PROJECT: DOJ LITIGATION CASE MANAGEMENT SYSTEM, \$50M VALUE

- Supervised technical and management solutions throughout RFP processes via team feedback and reviews. Handled the writing of document templates, win themes, win strategies and value propositions. Dictated graphics and maintained volume control.
- Contributed directly to pink and red team efforts in the development and writing of methodologies, outlines, win themes, and strategies. Liaised with business developers, proposal managers, and SMES, and scheduled grant writing meetings.

PROGRAM MANAGER, SNVC (2004)

Managed Federal Bureau of Investigations (FBI) grant proposal effort for functional and operational information sharing cohesiveness, which assured compliance with appropriate regulations controlling data usage and provided a region-wide view to criminal justice information, but was also able to adjust and follow changing and emergent legal stricture.

SIM-G TECHNOLOGIES, WASHINGTON, DC

2008-2009

PROGRAM MANAGER

Conducted open source research and analysis for Defense Intelligence Agency(DIA) DTK/DTT5, TPX (Transaction, Processing and Exploitation), Strategic Analysis Team (SAT)

PROJECT: DHS PROPOSAL, INFORMATION SHARING AND COLLABORATION, \$30M VALUE

- Advised on content, writing, and applicable Shipley methodologies as the SME during the proposal lifecycle.
- Cooperated with the Proposal Manager, Solution Architects, Authors, SMEs, Graphics and Editorial personnel on writing, input, formatting and layout within specified sections to satisfy thematic requirements.

INNOVATIVE ANALYTICS & TRAINING (IAT), WASHINGTON, DC

2007-2008

SENIOR RESEARCH ASSOCIATE

PROJECT: DHS SUSPICIOUS ACTIVITY REPORTING (SAR) CONCEPT OF OPERATIONS (CONOPS), \$1.1M VALUE

- Managed the \$1.1M SAR program for the Office of Intelligence and Analysis (I&A)/Information Sharing and Knowledge Management (ISKM)/Information Sharing and Coordination (IS&C).
- Organized the SAR IPT in compliance with the Information-Sharing Governance Structure and in coordination with US government criteria and regulations; wrote the charter establishing the group and its mission and goals.
- Advised 12 DHS Components and agencies in developing, writing, and editing a CONOPS for DHS SARs.

SIM-G TECHNOLOGIES, WASHINGTON, DC

2006-2007

STAKEHOLDER RELATIONSHIP MANAGER

The Homeland Security Information Network (HSIN) is the primary DHS-secure nationwide information exchange, communications, and IT infrastructure. It links federal, state, local, territory, and tribal governments as well as public and private partners by mission interests. It permits relevant, actionable, and timely information sharing and analysis and provides vehicles for alert, warning, and informational product distribution. HSIN enables all aspects of homeland security, including DHS strategic goals and the Secretary's key priorities.

- Played a vital role in building a coherent national network with HSIN as the foundation for all applicable federal, state, and local agencies, including civilian and military agencies, and ensuring stakeholders understood the information-sharing and knowledge-management aspects to HSIN necessary to identify, create, represent, and distribute information within regulatory constraints.

HOMELAND SECURITY INSTITUTE, ARLINGTON, VA

2004-2005

SENIOR RESEARCHER

Identified new tasks; managed the development of the proposed tasking; **developed and wrote proposals to DHS Science & Technology (S&T) Directorate**. Coordinated with business development, proposal management and subject matter experts to

LORI ERICSON, CONTINUED

derive methodologies and to develop outlines, win themes, and strategies. Determined and coordinated writing schedule with proposal writers, editors, SMEs and graphics

Key highlights

- **Developed, wrote and scheduled task order** under Institute's DHS contract for an End-user Systems Assessments; a study of DHS computer information and process systems across the agency.
- **Developed, wrote and scheduled task order** under Institute's DHS contract for a Performance Assessment of the Arizona Border Control Initiative (ABCI) operating in Nogales, AZ.
- **Developed, wrote and scheduled task order** under Institute's DHS contract for a Review of US Customs and Border Protection's (CBP) Apprehensions at the Border.

NOBLIS (FKA MITRETEK SYSTEMS), FALLS CHURCH, VA

2003-2004

PRINCIPAL

PROPOSAL MANAGEMENT/NEW BUSINESS INITIATIVES

- Participated in assessments of potential new business
- Conducted feasibility assessments
- Identified win themes and project potential
- Drafted concept papers for prospective new task solutions, solicited and unsolicited RFPs, and budget estimates.

VANGENT, INC. (FORMERLY PEARSON GOVERNMENT SOLUTIONS), ARLINGTON, VA

2002-2003

PROGRAM MANAGER/DEPUTY PROGRAM MANAGER

Identified methodology to rapidly secure 134 airport passenger/baggage screener assessment centers for the TSA and led a nationwide team of security coordinators from cross-jurisdictional backgrounds. Developed security structures, policies, and procedures; hired security personnel; and secured testing and assessment centers. Performed threat assessments for each center prior to allowing the center to open. Conducted analyses of business processes specific to testing and security protocols to ascertain their readiness.

Key highlights

- Controlled costs for each assessment center and testing site (budgets ranging from \$750K up to \$6M) by monitoring expenditures and maximizing allocation of resources.

PROPOSAL SECTION MANAGER (2003)

PROJECT: PASSENGER CHECKPOINT PROCESS SIMULATION AND REDESIGN PROPOSAL, \$130-150M VALUE

Led all writing aspects of the follow-on contract section regarding security, deployment and training of TSA airport screeners nationwide. Assisted in further pink and red team proposal activities, including scheduling meetings and communicating with SMEs on all outlines, win themes, and strategic methodologies.

VERIDIAN (PURCHASED BY GENERAL DYNAMICS), OAKTON, VA

2000-2002

PROJECT MANAGER

Pioneered the strategic vision and issue resolution for an information-sharing environment framework for utilization by multi-jurisdictional and multidiscipline law-enforcement, public safety, and criminal justice departments and agencies.

Key highlights

- Reduced corporate risk through the evaluation and implementation of effective controls, while also maintaining critical timelines and boosting project efficiency through planning and coordination of tasks.
- Interfaced with prominent organizations, including the DoJ, Drug Enforcement Administration (DEA), Federal Bureau of Investigation (FBI), National Drug Intelligence Center (NDIC), Organized Crime and Drug Enforcement Task Force (OCDETF), US Marshals Service, and US Probation as well as the US Attorney General, state and local agencies, and external private vendors.