



Mr. Mark E. Ham, PE

BACKGROUND

Mark Ham is a driven Senior Technology Executive, Consultant and Entrepreneur who brings over 25 years of broad experience in supply chain development and modeling, defense contracting, DoD logistics systems and system integration. He is an innovative and dynamic IT visionary with exceptional cross-functional team building capabilities serving both government and private industry clients. He is an industry-recognized expert who excels in translating customer requirements into cost-effective actionable technical solutions. He has an extensive background in development and deployment of IT systems for large scale projects of a mission-critical nature. He is an enthusiastic collaborator with superior communication and interpersonal engagement skills. He is recognized as a "whatever-it-takes" hands-on leader that drives efficient solutions for clients.

AREAS OF EXPERTISE

Mr. Ham has personal experience in the areas of:

- Technology Strategies
- IT Development/Infrastructure
- Software/Hardware Development
- System Integration
- Program/Project Development
- Network Services
- Supply Chain Logistics
- Supply Chain Modeling
- Data Analysis
- Business Development
- Government Contracts
- Executive Consulting

CAREER EXPERIENCE

In addition to serving as a senior consultant at JHolcombe & Associates since 2003, Mr. Ham founded and has operated since 1992 the Pennsylvania based systems consultancy known as Computer Advocate, Inc. through which he provides business development and computer consulting services in the public, private, and non-profit sectors. Similarly, his previous career experience includes engineering and consulting positions in both public and private sector, including:

Consulting Experience

Logistics, Engineering & Environmental Support Services, Incorporated: an Alexandria, VA-based provider of custom software and total logistics solutions to Government customers; now known as Logistics & Environmental Solutions Corporation.

Lead Engineer – 1996 to 1998; responsible for leading small teams (5-15) of programmers and subject matter experts in developing custom applications to solve diverse client business workflow and modeling challenges for Army and Federal Aviation Administration clients.

Veda, Inc.: an Alexandria, VA-based a professional services provider to the Department of Defense, now a part of General Dynamics.

Engineer – 1987 to 1995; provided direct support to Air Force, Marine Corps, Navy, and commercial clients; developed prototype solutions to client requirements; responsible for leading small teams of 1 to 5 programmers in developing custom applications to solve diverse client business workflow challenges.

Government Experience

United States Patent and Trademark Office: Alexandria, VA.

Assistant Patent Examiner – 1987 to 1995; examined telephone and telephony patent applications involving radio frequency link (e.g. cordless and cellular), call routing, and payphones technology for patentability.

CONSULTING ENGAGEMENT ABSTRACTS

- Led a team of three to successfully prepare and submit a 100-page competitive Government proposal in the short time period of one month.
- Contributed to winning proposal (FASI-G) resulting in a 10 year contract valued at \$5.6 billion for land-based vehicle sustainment parts.
- Served as Transition Manager of complicated USAF material management contract implementation with go-live just 127 days after contract award (4 locations; 90 thousand NSN items; 300 thousand stock keeping locations; and staff of 150).



Staff Resume

- Served as key individual on the winning team for 7 of the first 8 "Integrated Prime Vendor" contracts (between 1998 and 2006) in support of 3 sequential clients.
- Positioned business unit to move into a supply chain business with high transactional volume at a very low dollar value (on the order of 10k transactions per day with an average value of \$12 per transaction) while retaining their existing high value low volume business.
- Prepared monthly invoices and reports on behalf of both client (Raytheon) and the Government (USMC) for material delivered against multiple task orders based on data from multiple sources (about 200 lines/month at \$200 - \$400k/line).
- Received recognition from US Army for service in transitioning a contractor (Thales-Raytheon) from product development and manufacturing phases into their full life cycle product support phase.
- Key proposal team member in winning a 10-year, competitively bid contract valued at \$1.78 billion dollars from the Defense Logistics Agency to supply consumable materials required by the three US Air Force Air Logistics Centers
- Served as lead engineer in developing information technology systems, supporting processes and data flows for the Marine Corps transition from organic maintenance to contractor logistics support (CLS) of repairable items.
- Designed, fabricated, and developed the hardware and software for a custom-purpose laboratory test set which provided daily service for over ten years without failure in a commercial contract test laboratory.
- Successfully led a team of five Oracle application developers to create an on-line funding request, commitment, obligation, and tracking system for the US Army Logistics Integration Agency.
- Led development and implementation of custom warehouse material management system for a regional Sears warehouse that shipped an average of 80 full trailer loads of material per day.
- Authored technical papers on multi-national testing of identification systems.

EDUCATION

Mr. Ham holds:

- A Bachelor of Science degree in Electrical Engineering from Michigan Technological University, Houghton, MI (1986)

PROFESSIONAL AFFILIATIONS, AWARDS AND HONORS

Mr. Ham is a licensed Professional Engineer (PE), Virginia No. 24120. He also holds current and past memberships in the National Society of Professional Engineers, National Defense Industrial Association, and the Technology Forum of Delaware.