

## DR. LAURIE JUDD

### EXECUTIVE SUMMARY

An Internationally experienced, industry-recognized Senior Executive with more than 25 years proven record in:

- Management and Technical Consulting for Government
- International technology transfer and collaboration between Government Agencies
- Sales Management and Business Development in Government technical services and products to both Federal Government and their contractors
- “Making market” through advanced positioning of technical concepts and solutions
- Congressional Liaison/Government Affairs
- Commercialization and implementation of innovative, ‘first-of-a-kind’ technologies

<ul style="list-style-type: none"> <li>• Management and technology consultant to Federal Government in areas of               <ul style="list-style-type: none"> <li>○ International collaboration between US/UK and US/Canada</li> <li>○ R&amp;D investment optimization &amp; prioritization</li> <li>○ Technology Program Planning</li> <li>○ Organization and facilitation of technical and ‘lessons learned’ workshops</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• More than 25 years experience of business development, sales management and delivery of complex technical products, services and solutions with industry and Governments (both International and Federal) in the energy, environment, nuclear, defense &amp; aerospace sectors</li> <li>• Accountability and responsibility for all aspects of NuVision Engineering's Government Business (ca \$5-10M pa)</li> </ul>
<ul style="list-style-type: none"> <li>• Thorough understanding of Federal contracting, budgeting and procurement processes and how to secure an ‘advanced position’ in order to ‘make market’ for products and services</li> <li>• Experienced working with all parts of the Federal Government including HQ, Field Offices, contractors and National Laboratories</li> </ul>	<ul style="list-style-type: none"> <li>• Responsible for all interactions with Congressional members and staffers in local constituencies (WA, NC, PA) in both House and Senate as well as with Appropriations Subcommittees (House and Senate)</li> <li>• Accomplished Proposal Manager, developer and writer</li> <li>• Excellent written, oral and presentational skills.</li> </ul>
<ul style="list-style-type: none"> <li>• Excellent track record in the identification of market needs and the introduction, insertion and commercialization of innovative technologies and approaches to meet those needs</li> </ul>	<ul style="list-style-type: none"> <li>• Member of the Advisory Board at the Applied Research Center of Florida International University</li> </ul>

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**DETAILED EXPERIENCE****Director of Technology and International Programs – Longenecker & Associates**

2015-Present

**Vice President, Government Programs – NuVision Engineering (formerly AEA Technology)**

1995-2015

Responsibilities:

- Accountability and responsibility for all aspects of NuVision Engineering's Government Business (ca \$5-10M pa) including management of geographically-dispersed sales team, marketing/advertising, strategic and tactical planning, business development, capture management, sales pipeline development, management and review, performance monitoring and operations.
- Management and strategic consulting to Federal Government in areas of international collaboration, technology transfer, R&D optimization & prioritization and Technology Program planning.
- “Make market” to secure an advanced position for NuVision Engineering’s technology products and services.
- Identify funding and contractual vehicles to commercialize technologies.
- Responsible for building tactical and strategic partnerships with corporations and institutions having complementary skills for both specific bid opportunities and for broader, longer term relationships.
- Responsible for all Mid and Senior Level Federal Agency interactions including Deputy Assistant Secretary and Secretary (on occasion).
- Responsible for all interactions with Congressional members and staffers in local constituencies in both House and Senate and Appropriations Subcommittees (House and Senate).
- Identify innovative technologies and approaches from small international businesses and work with these organizations to match and engineer those technologies to meet market needs.

Major Achievements:

- Identified and secured company’s first \$50,000 contract with Federal Government in 1995 and have managed the development, growth and diversification of that contract to a total of more than \$80M which is now entering its 20th year.
- Transferred multiple new technologies and approaches into the Federal Government customer base in areas including lithium ion battery technology, organic waste destruction, sludge retrieval, 3D sonar technology, remote systems/robotics, vehicle diagnostics, program optimization and management.
- Secured more than \$50M of ‘earmark’ awards from 2001 – 2008 to develop and implement innovative technologies, products and services to the US federal marketplace.
- Developed multiple programs and initiatives between DOE staff and their counterparts in UK NDA and AECL Canada which has resulted in the development of a number of strong working relationships between the organizations.
- Lead a major initiative to transfer lithium ion battery intellectual property from parent company to Mississippi State University which resulted in the establishment of a lithium ion battery

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production facility at MSU focused primarily on space and defense applications.  
<http://www.msstate.edu/web/media/detail.php?id=2963>

**President – AEA Consultancy Services, Inc.**

1994-1995

Responsibilities and Accomplishments:

- Identify location and open AEA Technology's office in Washington DC.
- Position AEA Consultancy Services as a platform from which AEA Technology plc (UK Parent Company) could transfer and commercialize its core competencies and IP into Federal aerospace, defense and nuclear markets.
- Identify technology transfer opportunities for AEA Technology with key Federal customers (e.g. FAA, USAF, USN, US Army, DARPA, DOE) in areas such as advanced materials technology (polymer and metal matrix composites), lightning and EMC testing, nondestructive testing development and application, diamond-like carbon coatings, nuclear waste management, lithium ion batteries.

**Manager, Aerospace & Defense Technologies – UKAEA/AEA Technology, Culham**

1988-1994

Responsibilities and Accomplishments

- Plan and implement the diversification of AEA Technology's core nuclear technologies and IP into the aerospace and defense market in the USA and Western Europe (especially Government and European Union funded R&D programs).
- Successfully diversified core nuclear IP into new areas including aircraft inspection and repair, electromagnetic launchers, DU armor plate production and space/military lithium ion batteries.
- Identify opportunities and liaise with key AEA technical and commercial staff to ensure successful and profitable commercialization of the technology.
- Control M&S budgets and meet personal sales/revenue targets.

**EDUCATION AND QUALIFICATIONS**

Sept 1987 – Sept 1988	Postdoctoral Research Fellow, University of Oxford, Inorganic Chemistry Lab, South Parks Road, Oxford, UK. (Working with Professor Malcolm H. Green FRS)
October 1984 – Sept 1987	Graduate Student, University of Warwick, Coventry, CV4 7AL, UK. Qualification gained: Ph.D Chemistry.
October 1981 – July 1984	Undergraduate Student, University of Warwick, Coventry, CV4 7AL, UK. Qualification gained: BSc. Chemistry (First Class Honors).