

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

DETAILED EXPERIENCE

Vice President, Corporate Programs – Longenecker & Associates

Sept 2017-Present

Responsibilities:

- Development, management and implementation of projects for the US, UK and Canadian Governments in areas including plutonium storage, aging infrastructure management, in situ decommissioning, international technology transfer and collaboration, technology program development, remote systems development and implementation.
- Management of L&A's Richland Support Contract with DOE Richland
- Oversight and management of L&A's portfolio of projects at the DOE Hanford site
- Expansion of L&A's business at the DOE Hanford site
- Continue the development and growth of L&A's international business in the UK and Canada
- Oversee and implement infrastructure upgrades to L&A including standardization of software suites, development of a company-wide sharepoint system, development of standard operating procedures.

Director of Technology and International Programs – Longenecker & Associates

August 2015-Sept 2017

Responsibilities

- Development, management and implementation of technology and consulting projects for the US, UK and Canadian Governments in areas including plutonium storage, aging infrastructure management, in situ decommissioning, international technology transfer and collaboration, technology program development, remote systems development and implementation.

Major Achievements

- Secured L&A position on team to support UK NDA DRP framework program and secured 3 contract wins in the first 2 years of the program.
- Secured and delivered business for L&A of the order of \$750k in new areas including with AECL in Canada and with DOE EM and DOE AU.

Vice President, Government Programs – NuVision Engineering

April 1995-August 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 managed the development, growth and diversification of that contract to a total of more than \$80M which has recently entered its 22nd 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
- 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 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

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- 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

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| 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). |