

SCOTT JOHNSON, PMP

Letter of Interest

I have been a customer of the San Juan Water District since 2004, and as a former Program Manager for the Western Area Power Administration in Folsom, I am familiar with water and hydroelectric policy in California as well as US Government cyber security for Critical Infrastructure Protection.

As a self-employed professional, I enjoy considerable flexibility in my daily schedule. My backgrounds in business ownership, real estate, and federal and state policy and programs lends a strong grasp of complex issues including water rights, environmental policy, rate calculation, technology and cyber security, and human resources issues.

Please review my resume, and I welcome the opportunity to serve if selected.

Sincerely,

Scott Johnson

SCOTT JOHNSON, PMP

EXPERIENCE

Director, Government Services

SSRJ LLC, Contractor to Enformion, Inc.

June 2017 – Present

Launched the nationwide State and Federal services division of Enformion, Inc., to market Enformion's vast data aggregation and Big Data computing capabilities to State and Federal agencies. Enformion's Hadoop database cluster contains detailed personal information on over 700 million individuals with billions of data points updated continuously. Developed and manage teaming relationships small businesses in various socio economic and demographic groups.

Executive Success

Currently authoring a book on Small Business Federal Contracting.

During the first eight weeks of division launch, authored and submitted nearly \$8 million worth of new business proposals are currently under final procurement selection by the Federal Government and several State Governments.

Developed, negotiated, and obtained the award of GSA Schedules 70 and 00CORP for Enformion's unique data products.

Director, Federal Services

Trinity Technology Group

June 2016 – June 2017

Leadership of Trinity Technology Group's Federal Government division with a strong emphasis on health information technology (Health IT) interoperability and Health IT support services. Managed government healthcare technology support contracts.

Executive Success

Organized and led a Prime Contractor team offering for the **GSA Alliant 2** Health IT government-wide acquisition contract (GWAC) and supporting as a subcontractor six other prime contractor bids.

Solicited, responded, and negotiated the award for Trinity Technology Group's GSA IT Schedule 70 contract for Health and General IT professional services to the Federal Government.

Grew revenue by over \$3.3 million in first nine months.

Project Manager, Federal Services

Vision Technologies

January 2012 – June 2016

Evaluated the selected opportunities for further review and presented to executive committee for approval to commit time and resources to the most desirable opportunities.

Project Management

Managed several long-term projects for the **Western Area Power Administration (WAPA)** managing project teams of up to 30 systems engineers, systems administrators, and desktop support professionals.

Systems Modernization. Led a system engineering team migrating dozens of Novell file and GroupWise servers to a Microsoft infrastructure. Dispatched, guided, and controlled logistics of teams throughout 14 western states to conduct on-site migrations of over 2000 legacy desktop systems.

Cyber Security. Led a concurrent project to implement the Federal Government multi-factor (HSPD-12) authentication system throughout the WAPA enterprise. HSPD-12 uses the federal common access card badging system as a single physical and logical access mechanism featuring Lenel proximity response to standard facility door badge readers and also provides smart card certificate-based access for computer login with real-time certificate revocation checking using Online Certificate Status Protocol (OCSP) responder appliances. Controlled all aspects of the project from logistics planning, end user training, resource management, schedule control, risk and stakeholder communications, and change management.

Application Development. Managed several projects with an Agile project methodology to develop specialized applications related to the power billing, merchant, and settlements business requirements. Led Joint Application Development (JAD) workshops, developed use cases, prioritized the use cases and led weekly retrospective sessions.

Mobile Device Management. Researched potential products available to WAPA on GSA Schedule 70, authored a Request for Information (RFI) document, and contacted the prospective vendors to solicit their response. Managed the implementation of the selected product, Mobile Iron, throughout the enterprise.

Mentoring. Mentored the development of junior project managers. Notably serving as an advisory and IV&V resource for the project manager assigned to the procurement and implementation of WAPA's enterprise Ruckus wireless network.

Executive Success

Developed numerous proposals as a prime contractor with complex teaming arrangements for multi-year, multi-million-dollar government contracts teaming with major contractors including General Dynamics, URS, NCI, and CSC.

Secured \$27 million dollars of new business within long term contracts for the company in the federal, state, and education markets.

Developed the opportunity response, win themes, technical solution, profit & loss operating model, and staffing plan.

Secured award of multiple governmental Indefinite Delivery Indefinite Quantity (IDIQ) contracts for future business opportunities.

Led implementation of Vision Technologies' ITIL v3, PMP, and SDLC methodologies to new engagements during transition operations.

Planned Vision's **CMMI Level 3 Certification** to expand federal software development project opportunities.

Technical Project Manager

State of California EDD

2010 -2012

Project Management

Led the systems engineering implementation, project technical support, and transition to operations support for two major California state projects.

The Automated Collection Enhancement System (ACES) project replaced the Employment Development Department's aging mainframe payroll taxation collection system with a modern COTS application developed in a Microsoft SQL Server/.Net framework. ACES processes roughly \$65 billion in tax payments annually, used by every employer in California.

The Disability Insurance Automation (DIA) project automated medical claims and approvals for Californians authorized disability payments and medical expense reimbursement support under the California State Disability Insurance (SDI) program. DIA is used by all individuals in California with SDI claims as well as most medical providers seeking reimbursement for services provided.

Managing Partner

Pipeline Capital

2003 – 2009

Business Operations

General Manager of a private equity group using leverage on the firm's assets to invest in real estate development and mortgage investment.

Expanded operations to 7 locations and cities in California and grew the business to over 170 agents and employees. Revenues grew from \$200,000 to \$3 million net commissions and fees with an EBITA of approximately \$350,000.

Governance

Established corporate policies and procedures, standards of conduct for agents representing the company's products, authored and enforced risk tolerance guidelines with respect to borrower credit profiles and property types.

Self-Employed Contractor

California State IT Project Management

2001 – 2003

Cal EPA, California Office of Emergency Services, EDD

Realty Plus Online

Director of Information Technology

2000 – 2001

IT Operations

Managed IT operations, datacenter operations, and colocation services agreements for a medium-sized application service provider specializing in real estate title, multiple listing service, and real estate escrow tracking systems applications.

End User Support

Established end user support volume model for the product support help desk, assisted business development with estimates of implementation and post-implementation operation costs for new customer accounts.

President

Echoplex Communications

1998 – 2000

Business Operations

Founding partner of an IT consulting firm in the San Francisco Bay Area with a niche market in AS/400, Novell, and Linux/Apache commerce support, email systems, and enterprise directory services.

Sales

Led all major account business development, proposal development, client presentations, application development, staffing, facilities, and profit & loss. Grew the business from “garage size” to over \$2.5 million in annually recurring revenue.

IT Operations Manager

Government of Singapore Investment Corporation

1996 – 1998

Management of the information technology staff supporting a major real estate ownership entity with offices in 25 cities in the United States, Europe, and Asia.

Staff Sergeant

United States Air Force

1991 – 1996

Cryptologic Linguist (Russian), Airborne Communications & Navigations Systems Specialist, Squadron Information Technology Manager.

Service in the United States, Saudi Arabia, Egypt, Ethiopia, Rwanda, Bosnia, and Germany.

NATO Forces Service Medal, Persian Gulf Desert Shield/Desert Storm Campaign Ribbon, Joint Meritorious Unit Service Award, UN Forces Campaign Ribbon Rwanda, and Air Force Commendation Medal for theatre deployments.

EDUCATION

MBA Candidate, University of North Dakota, 2018.

B.S., Healthcare Administration / Health Informatics • University of Phoenix

CCAF, 32 semester hours - Airborne Avionics/Electronics

Professional Military Leadership Academy, 16 semester hours

Presidio of Monterey, Military Intelligence Curriculum, Russian Language & Culture

Bemidji State University, 192 quarter hours

CERTIFICATION

PMI PMP

Six Sigma Blackbelt

Total Quality Management (TQM)