

Robert L. Womack

Vice President / Business Development

EXPERIENCE SNAPSHOT

INDUSTRY

- Information Technology
- Public Sector
 - Courts
 - Public Safety
 - Homeland Security

TECHNICAL SPECIALIZATION

- Project Management
- Program Management
- Business Analysis

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BACKGROUND

With over 25 years in professional services, Bob Womack has a broad knowledge of information systems, operations, Internet/Intranet networking and call center management in governmental environments.

PROFESSIONAL EXPERIENCE

Project Related

STATEWIDE PROTECTIVE ORDER REGISTRY FOR A NEW ENGLAND STATE

- From 2000 to 2002, managed the on-budget delivery of a web-based statewide protective order system for the Judicial Branch of a New England state. This cross-boundary project required management of stakeholders within the executive and judicial branches of government, and coordination of work done in multiple IT groups, including the state data center, state police, and the courts.

REALIGNMENT OF STATE REVENUE AGENCY IT ORGANIZATION

- In 1999, led an engagement for the Division of Administration and Finance of a New England state to merge the IT functions of the state's revenue service agency into the state's central IT service agency. Both business process engineering work and network infrastructure design work are required in order to insure seamless integration of the various IT functions.

REORGANIZATION OF JUDICIAL BRANCH IT & COURT SERVICES AGENCIES

- During 1998 and 1999, in work for the Office of the State Court Administrator of New England state, managed multiple judicial reorganization projects. One project focused on alignment of the Court's IT operations with those of its core business in the state's trial court. Also managed the reorganization of approximately 2,000 staff in six different court services agencies into a single, functionally organized, agency reporting to the State Court Administrator.

E-FILING PROJECT FOR MIDWESTERN TRIAL COURT

- Experienced in preparation of both federal and state level grant proposals. For example, in work for a Midwestern state my work resulted in funding of the trial court efforts towards deployment of a web based case filing system.

CONSULTANT TO NATIONAL CENTER FOR STATE COURTS

- As a Consultant to the National Center for State Courts, was responsible for leadership of complex trial court criminal and civil information systems projects. Work for the Center primarily involved IT infrastructure assessments for various projects in the Center's Northeast Region, including work at both the trial and appellate court levels in Illinois, New York, Ohio, and Pennsylvania.

Management Related

- Prior to joining Entara, was a member of a central planning group mapping strategy for CA's public sector teams and coordinated plans between various CA Sales, Marketing, Business Development, and Channel functional groups. This team worked directly for CA's Global Public Sector Senior Vice President and

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General Manager.

- From 2005 to 2007, served as CA's senior manager accountable for global homeland security/public safety solutions. Responsibilities included both North America and the United Kingdom for business development including vertical and partner segmentation, analysis of homeland security/public safety industry trends, technology mapping, coordination of lobbyists and other consultants, and forecasting billings/operational expenses. Primarily worked with C4ISR/homeland security/public safety-focused partners, including IT application providers, global communications manufacturers, and large federal systems integrators. Worked directly with government customers to sell CA technology to support management of various SOA-based sensors, including radars, cameras, and ground sensors used for force protection applications.
- While at CA, participated in national forums concerning homeland security, including the Information Security Committee of the National Association of State CIO's, the Intelligence Committee of the Metropolitan Chiefs of Police Conference, and the Intelligence Sharing and Critical Infrastructure Protection Working Groups of the Mid-Atlantic All-Hazards Consortium and the Policy Group of Harvard's John F. Kennedy School of Government. In 2006, was CA's representative to the Corporate Fellows Committee on Information Technology of the National Governors' Association.
- Retired from the U.S. Army Reserves in 1996, where served as a military intelligence officer. A graduate of the U.S. Army's Military Intelligence Officer Basic Course, Military Intelligence Officer Advanced Course, and an honor graduate of the U.S. Army Command and General Staff Course. As a strategic military intelligence analyst, supported national level counter-intelligence programs for the U.S. Army Intelligence and Threat Analysis Center and the Defense Intelligence Agency. In the military held TS/SCI clearance.

COMPANY AFFILIATIONS

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|----------------|--|
| 2008 – present | Entara Management Services Atlanta, GA <i>Vice President / Business Development</i> |
| 1999 – 2008 | CA, Inc Atlanta, GA & Boston, MA <i>Industry Solutions Director (2005 – 2008)</i> <i>Consulting Director (2003 – 2005)</i> <i>Consulting Manager (1999 – 2003)</i> |
| 1998 – 1999 | REALOGIC, Inc. Ann Arbor, MI <i>Senior Manager</i> |
| 1983 – 1998 | Global Professional Services Firm <i>Director of Technology</i> |

EDUCATION

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| 1973 | Harvard University Cambridge, MA <i>MA, Government</i> |
| 1971 | Rice University Houston, TX <i>BA, Political Science</i> <i>BA, History</i> |