

# Robert W. Turner

Principal Consultant

(703) 622.9706 • [robert@rtturner.net](mailto:robert@rtturner.net)



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## PROFESSIONAL SUMMARY

Mr. Turner is a business capture and proposal professional with more than 25 years' experience in information technology, capture and proposal development in private and public-sector markets. He has successfully led proposal teams in pursuit of business in multiple agencies across defense, civilian and intelligence agencies. He has personally managed single and multiple-award opportunities ranging in total contract value from \$100K to more than \$9 billion.

As both a proposal manager and team lead, Mr. Turner works very effectively with capture and business development as well as senior leadership to ensure that his teams develop and submit compliant, compelling and timely deliverables in response to Federal Government requests. This includes RFPs, RFIs and RFQs soliciting products and services ranging from training and human capital development to healthcare information technology, and professional services and support.

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## PROFESSIONAL EXPERIENCE

- Proposal Management and Planning
- Solicitation Review and Proposal Strategy
- Volume Lead
- Compliance Matrix Development
- Proposal Theme and Outline Development
- Proposal Management and Planning
- Solicitation Review and Proposal Strategy
- Volume Lead
- Compliance Matrix Development
- Proposal Theme and Outline Development
- Senior Writer, Reviewer and Editor
- Color Team Management and Lead
- Proposal Process Development and Management
- Desktop Publishing

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## PROPOSAL EXPERIENCE

<i>Agency</i>	<i>Contract/RFP</i>	<i>Role</i>	<i>Value</i>
STATE	Diplomatic Platform Support Services (DiPSS)	Proposal Manager	\$5B
HHS CDC	Medical/Scientific, Administrative, and Professional/Technical Support Services (MAPSS)	Proposal Manager	\$45M
DHS TSA	TSA Agile Services	Volume Lead, Technical	\$40M
DoED FSA	Program/Project Management Support Services (PPMSS)	Proposal Manager	\$20M
VA FSC	Health Services Medical Claims	Proposal Manager	\$80M

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DISA	Global Network Services	Proposal Manager	\$4.3B
DIA	Enterprise Senior Information Technology Advisors (ESITA)	Proposal Manager	\$75M
HUD	IV&V Support	Volume Lead, Technical	\$25M
Commerce	Bureau of Industry and Security (BIS) Staffing BPA	Volume Lead, Technical	\$30M
USAF AFRL	Information Technology Support Services	Volume Lead, Technical	\$50M
VA T4	Numerous task orders under the VA T4 contract vehicle	Volume Lead Technical writer	\$100M
VA NSD	National Service Desk contract under VA T4 contract vehicle	Technical Writer	\$165M
NASA STARSS III	NASA Science, Technology, and Research Support Services (STARSS) III	Proposal Manager	\$260M
DISA/DITCO	Enterprise Business Modernization (EBM)	Capture Manager	\$40M
FDIC	Failed Bank Data Services (Litigation Support, Computer Forensics, Cloud)	Volume Lead, Management	\$250M
USDA FSIS	Information Technology O&M	Technical Writer	\$100M
DHS USCIS	Support for Platform Engineering and DevOps Integration (SPEDI)	Volume Lead, Technical	\$450M
DHS USCIS	Joint Engineering Teams Sustainment (JETS)	Volume Lead, Technical	\$75M
Army NGIC	Application Modernization / Cloud Deployment (NPSP)	Proposal Manager	\$45M
DoT FMCSA	National Applications and Technology Solutions Services (NATSS)	Technical Writer	\$150M
Navy NAVSEA	IT Support Services for US Navy NSWC Dahlgren, VA	Capture Manager	\$40M
DoD WRNMMC	IT Support Services for Walter Reed National Military Medical Center	Capture Manager	\$75M

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<i>Agency</i>	<i>Contract/RFP</i>	<i>Role</i>	<i>Value</i>
Army INSCOM	Defense Language Translation Interpretation Enterprise (DLITE)	Capture Manager	\$9B
USSOCCOM	Linguist Support Services (LSS)	Capture Manager	\$300M
NMEC	DOCEX/DOMEX support for the National Media Exploitation Center	Proposal Manager	\$40M
Joint Staff	Joint Staff Training Program (JSTP)	Proposal Manager	\$10M
Joint Staff	Anti-Terrorism Force Protection Training		\$5M
FAA	Aviation Safety Enterprise Service Desk	Volume Lead	\$55M
Navy SPAWAR	C4ISR Systems Engineering Services	Capture Manager	\$400M
Navy SPAWAR	Information Assurance and A&A Support	Capture Manager	\$25M
Navy NAVAIR	Program and Systems Support	Capture Manager	\$500M
Navy NAVSEA	Multiple SeaPort-e task orders for NAVSEA NSWC (Newport, Dahlgren and Crane), PEO SUB, TEAM SHIPS, and OPNAV	Capture Manager Proposal Manager Volume Lead	\$200M
VA T4 NG	Veteran Affairs T4 NextGen (large agency IT IDIQ)	Technical Writer	\$20B
VA HIVE	Hybrid Information Virtualized Environment (HIVE)	Technical Writer	\$75M
PBGC	Collaborative Applications	Volume Lead	\$30M
GSA Alliant 2	GSA Alliant 2 Unrestricted	Volume Lead	GWAC
GSA Alliant	GSA Alliant SB	Proposal Manager	GWAC
State	Mexican Police Law Enforcement Training	Proposal Manager	\$15M
DIA SIHC	Solutions for Intelligence Human Capital	Volume Lead	\$200M

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### EMPLOYMENT HISTORY

- Senior Federal Business Capture and Proposal Consultant, rTurner Consulting (2013 – present)
- Vice President Business Development, KMS Solutions (2009 – 2012)
- Director, Business Development, CALNET (2008 – 2009)
- Director, Capture and Proposal Center, TKC Communications (2007 – 2008)
- Director, Information Management Services, McNeil Technologies (2006)
- Director, Business Development & IT Solutions, KEI Pearson (now GDIT) 2005
- Senior Consultant and Project Manager, Proviso Consulting (2002 – 2004)
- Consulting Director, Interwoven, Inc. (now HP), (1999 – 2002)
- Sr. Systems Engineer, MEMCO Software (1997 – 1999)
- IT Manager, SPACE SYSTEMS/LORAL (1990 – 1997)
- Sales Representative, COMPUCOM SYSTEMS (1987 – 1990)

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### EDUCATION

- B.S. Mathematics, University of California, Irvine.
- Strategic and Conceptual Selling – Miller Heiman
- Shipley Associates
  - Writing and Managing Winning Proposals
  - Capturing Federal Business

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### ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

- UC Irvine Alumni Association
- Armed Forces Communications and Electronics Association (AFCEA)
- Professional Services Council (PSC)
- National Defense Industrial Association