

# Scott E. Jacobs

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## Professional Profile

Results driven executive with a history of achievement in driving innovation and partnerships. Proven capacity to envision and direct national security projects and first of their kind business development initiatives. Experienced leader managing operations for small businesses to include launching new products and successfully managing client relationships. Core competencies include:

- Strategic planning and execution
- Influential change leader
- Decisive business leadership

## Experience and Achievements

**NEW CENTURY US**, Arlington, VA

**2011 – current**

A company focused on security sector reform initiatives that trains and mentors law enforcement personnel in third world countries to build rule of law processes and improved law enforcement capacities. (\$7M)

### **President**

Report to Board of Directors with responsibility of expanding business, reducing costs, building a corporate team and execution on contracts while maintaining quality and customer satisfaction.

- Increased net profits by 18 percent.
- Maintained safety and security of personnel in semi permissive environments.
- Exceeded performance metrics in developing law enforcement capacity with host nation authorities.

**INTELLICHECK MOBILISA**, Alexandria, VA

**2010 – 2011**

An identity management and access control software company providing access control solutions to the Department of Defense and commercial enterprises. (\$20M/software manufacturer/reseller/200+ customers)

### **Senior Vice President, Defense ID Group**

Recruited by CEO to orchestrate a complete turnaround and revitalization of the Defense ID Group as part of company's plan to increase revenues in the government market. Realigned positions, staffed key business development positions, redefined performance goals and instilled a culture of customer-centric performance excellence. Led a team of software developers/engineers, sales professionals, marketing and technical support staff in the sales and installation of products throughout the DoD and the development of new products based upon changing customer requirements.

- Achieved 1<sup>st</sup> year revenue growth of 5 percent within 8 months, exceeding corporate expectations.
- Launched Fugitive Finder a new Defense ID product successfully.
- Partnered with key prime contractors on government contract proposals valued at \$32 million dollars.

**21<sup>ST</sup> CENTURY SYSTEMS INCORPORATED (21CSI)**, Arlington, VA

**2009 – 2010**

A decision support software product and geospatial services company managing \$20 million in revenue having 9 offices and 150 employees delivering products to the U.S. military.

### **Senior Vice President, Federal Systems Group (FSG)**

Reported directly to CEO acting in the capacity of a Chief Operations Officer directing a staff of 4 Vice Presidents with responsibility for 24 software and geospatial development projects and day to day company operations.

- Led the FSG by increasing productivity by 7 percent, delivering quality products on time and on budget.

- Drove initiatives that reinvested \$3 million in internal research and development funds to maintain competitive edge on product line.
- Collaborative business partner with track record for fostering relationships with prime contractors, vendors and employees to deliver sustainable ROI and gain new market share.

**NAVAL CRIMINAL INVESTIGATIVE SERVICE (NCIS) 1981 -2008**

NCIS is a worldwide law enforcement, counterterrorism and counterintelligence organization with a presence in 41 countries and 160 locations.

**Director, (Acting), DoD Counterintelligence Field Activity (CIFA), Arlington, VA 2008**

Director, CIFA reports directly to the Undersecretary of Defense for Intelligence and is the program manager for the DoD counterintelligence (CI) enterprise, leading approximately 900 CI specialists in the management and execution of the national CI strategy.

- Served as principle advisor to the Undersecretary of Defense on all CI matters.
- Responsible for the integration of CI activities, execution of CI priorities, management and advocacy of CI funding programs and resources.
- Directed the day to day operations of all CIFA personnel, resources, programs and activities.

**Executive Assistant Director, Senior Executive Service, Combating Terrorism Directorate 2005-2008**

Led the agency's Combating Terrorism Directorate consisting of 450 government and contractor personnel in the investigation of all terrorism incidents and operations impacting the Navy/Marine Corps personnel.

- Directed all high level investigations/operations and communicate findings to senior government leaders.
- Responsible for DON policy on critical infrastructure protection, force protection, protective service, biometric, identity management and vulnerability assessment programs.
- Launched an innovative enterprise solution for DoD suspicious incident reporting with the FBI.

**Special Agent in Charge, Northwest Field Office, Silverdale, WA 2001-2005**

Leader of an office consisting of 100 criminal investigators, counterintelligence, counterterrorism and force protection professionals that serviced 75 Navy commands in a five state region.

- Formed the first law enforcement information sharing consortium in the country—Northwest Law Enforcement Information Exchange (LInX)—consisting of approximately 150 federal, state and local law enforcement agencies. Currently deployed to 9 regions throughout the United States.
- Identified and launched a \$5 million effort to develop access control technologies to protect Navy bases.

**Deputy Assistant Director, Economic Crimes Department, Washington, D.C. 1996-2000**

**Legis Fellow, Brookings Institution, Washington, D.C. 1995-1996**

## Education and Affiliations

**MA**, Washington State University, School of Criminal Justice, 1980

**BA**, Criminal Justice with honors, Phi Beta Kappa, Washington State University, 1978

**Certificate**, DoD National Security Management Course, Maxwell School, Syracuse University, 1995

**Certificate**, DoN Flag Officer Training Course, Shepardstown, WV, 2004

**Certificate**, DoN Executive Business Course, University of North Carolina, Chapel Hill, 2007

Member, International Association of Chiefs of Police