

BRAULIO M. CASTILLO, MBA

CAREER HISTORY

STRONG CASTLE, INC. – President & CEO

2012 to Present

Mr. Castillo is the President and CEO of Strong Castle, Inc. Mr. Castillo works with clients, IT solution partners and major hardware and software manufacturers, as well as the company's management and employees. As the company's leader, Mr. Castillo motivates employees, and drives change within the organization. Mr. Castillo is responsible for all aspects of Strong Castle's go to market IT solutions development and delivery.

CAPGEMINI GOVERNMENT SOLUTIONS, LLC – Senior Manager

2009 to 2012

Recruited into a newly-created management position to plan and execute a multi-dimensional federal civilian government business development strategy to build out presence. Applied broad, strategic industry, market and leadership perspectives to implement a sound business model and go to market strategies, build and lead a high-performance team, and capture high-dollar value, competitive business.

- Led lifecycle business development to capture their largest client to date, the US Department of Agriculture (USDA).
- Defined aggressive business strategies for target identification, proposal development, capture tools and contract awards.
- Led C-level executive presentations, communications and internal/external teaming agreements to marshal resources and jointly pursue prime and sub contracts.
- Developed sales and capture approach and directed cross-functional matrix groups in delivering strategic management consulting, technology services, and outsourcing solutions to major civilian agencies.

GOVERNMENT ACQUISITIONS, INC. (GAI) – Senior Vice President

2003 to 2009

Recruited to lead the ground-up development of a formal business strategy, technical/sales team and integrated solutions/services model to transform a small, disadvantaged minority-owned government service provider into a competitive market player. Concurrently planned and executed a "best of breed" marketing strategy to accelerate profitable long-term revenue growth and competitive position for federal civilian agency contracts.

- Built small, disadvantaged business from the ground-up into top GSA Schedule 70 holder. Delineated organic business development strategies and delivered 6 consecutive years of substantial triple-digit growth to reach almost \$200M in annual sales revenue from approximately \$20M baseline for a previously small, disadvantaged business.
- Designed a benchmarked, highly scalable business model, lifecycle business development processes, client engagement structure and enterprise IT solutions delivery.
- Collaborated with industry leaders to migrate to open system partnerships, and ensure delivery of best of breed solutions and support services.
- Prudently invested in people, processes, and technology to gain operational synergies and offer major federal agencies cutting edge advice and targeted insight to support competitive decision-making across the IT spectrum.
- Served as a Focused Executive to Department of Homeland Security and Treasury/Internal Revenue Service, and negotiated contracts/partner support agreements for Departments of Interior, Agriculture and Commerce.

Oracle/SUN MICROSYSTEMS – District Sales & Systems Manager, Federal Civilian Agencies

2001 to 2003

Given sales, business development and engineering leadership oversight for \$200M+ federal/civilian group. Provided decisive leadership to over 15 direct reports with matrixed oversight into the professional and enterprise services group. Market a complete portfolio of hardware/software solutions, end-to-end consulting, training, maintenance, and professional services contracts.

- Transformed a business 50% under its target goals at midyear to close the fiscal year at 100%+ of quota, and shift from negative position to exceeding goals in 6 months.
- Led the #1 government sales team to grow sales 70%+ year over year with \$200M+ FY02 revenue, and pipeline for substantial growth. Named District Sales and Systems Manager of the Year for revenue and leadership performance.
- Grew/expanded business with Departments of Treasury, Justice, Transportation, Commerce, and Homeland Security as well as state and local governments: District of Columbia, Virginia, Maryland, North Carolina and South Carolina.

- Introduced a consultative approach and integrated hardware/software and professional services groups to offer an architecture-led full-service solution. Led Sun's Road to Trusted Advisor Sales & Systems Training Program.

XEROX CORPORATION

1989 to 2000

Accelerated career with global businesses, advanced technologies and diverse markets during growth and transitional cycles. Led organizational development, sales/ marketing, business development, account management, finance, employee training and customer service.

Business Services Manager, Federal – Xerox Business Services (XBS) (1999-2000)

New Business Sales Manager, Commercial & Federal – XBS (1998)

Marketed technology solutions to government agencies across an \$84M Eastern Region. Held full accountability for revenue and profit growth through strategic planning, organizational development, sales/market positioning, team building and client relationship management. Directed 6 field sales managers and 120 field sales and marketing professionals.

- Built business from #36 out of 38 Xerox operations to Top 3 in the US. Won numerous awards/honors for superior performance.
- Designed pricing, approvals and terms/conditions to ensure compliance with Xerox and GSA contract standards.
- Achieved 100% account retention rate with DAPS, NASA, Fannie Mae, IRS, Air Force, VA and Army National Guard.
- Hired top-notch professionals and created a proactive, productive business environment.

Field Support Manager – Worldwide Marketing Operations, US & Europe (1997-1998)

Area Sales Manager / Key Account Manager – XBS (1989-1997)

- Led change management initiative that converted one-dimensional business sites into full-service, solutions-based international centers across Europe.
- Executed "Next Wave" global marketing strategy, revamped promotional materials/sales tools, and provided leadership to field teams. Received "World of Difference" and Special Recognition Awards.
- Helped build and grow a new business service unit to \$20M in revenue, and positioned Xerox as full-service provider.
- Became the youngest Key Account Manager in the district's history and recognized as Rookie of the Year calling on Xerox's largest customers. Turned around a challenging market and opened new market/industry verticals.

EDUCATION & PROFESSIONAL DEVELOPMENT

Certificate in International Business Management Executive Program, Georgetown University – 1999

MBA in Finance, University of Nevada, Las Vegas – 1994

BBA in Finance, University of San Diego – 1989

Honorably Discharged US Army, United States Military Academy (West Point) Preparatory School – 1985