

JAMES VERES

EXPERIENCE SUMMARY

James Veres has more than 30 years of Federal contracting experience in leading corporate operations and supporting government clients and currently leads Longenecker & Associates accounting, human resources, and contracts administration activities.

DETAILED EXPERIENCE

Chief Financial Officer – Longenecker & Associates, Inc.

October 2018-Present

In this corporate operations role, James manages all L&A business management processes including accounting, human resources, contract administration, pricing, 401K administration, monthly financial and related reporting, stock ownership programs and other related processes.

Responsibilities include:

- Monthly review of financial reports,
- Monitoring cash flow and the tracking of indirect rate expenditures,
- Maintaining appropriate internal controls and financial procedures,
- Analysis of performance metrics and labor utilization,
- Overseeing human capital related activities and initiatives,
- Leading L&A contract management activities,
- Providing project performance-related reports to senior managers,
- Supporting company proposal and bid development efforts, and
- Providing recommendations to management on financial issues

James provides executive management with advice on the financial implications of business activities and a full range of business solutions to the L&A leadership team.

Chief Financial Officer – BCS, Incorporated

December 2011-October 2018

James directed BCS' accounting, human resources, and contracts administration activities which included:

- Coordination and development of budgets,
- Preparation of financial business plans and forecasts,
- Monthly review of financial reports,
- Monitoring cash flow and the tracking of indirect rate expenditures,
- Overseeing human capital related activities and initiatives,
- Leading the development of price-to-win strategies for company bids and negotiating contract awards, and
- Interacting with federal agency contracting officers and prime contractor and subcontractor representatives on contract/subcontract related matters

James served as a Trustee for the company 401(k) and Profit-Sharing Plan and was a member of the company investment committee which included working with the Plan's financial advisor and investment firm to ensure investment options were suitable. Throughout the marketing of BCS to potential acquirers, James supported the former owner and founder of BCS and during the acquisition process by Montero Williams International (MWI) in February 2018.

Partner – IBM

March 2010-September 2011

James served as the Account Leader for the Science and Civil Government (S&CG) Industry Team, with a focus on the U.S. Department of Energy and the Nuclear Regulatory Commission. This included close interaction with the S&CG Industry Vice President, Account Managers, and Practice Area leaders to develop strategies and identify opportunities to sell IBM solutions and consulting services, monitoring contract and client actions and issues, and positioning for contract recompetes.

Senior Vice President – National Interest Security Company (NISC)

January 2007-February 2010

James was responsible for overseeing the financial performance of the Mission Services Division Team that provided support to the U.S. Department of Energy, the U.S. Department of Homeland Security and the U.S. Department of Defense/Intelligence markets that had combined revenue of \$92M and staff of 350. This included development of the annual budgets, preparation and review of monthly financial reports and performance metrics for internal and external distribution, regular meetings with private equity lenders, performing treasury functions for the company, and establishing relationships with a new bank in order to consolidate operations and accounts. James also served on a team that determined the composition of the NISC benefits package including meeting with health care companies, insurance brokers, and 401(k) providers. James provided extensive support during the due diligence process when NISC was marketing itself to potential buyers and the eventual acquisition by IBM in March 2010.

Technology & Management Services, Inc. (TMS)

September 1987-July 2007

Senior Vice President and Chief Financial Officer

James directed the accounting, human resources, and contracts administration activities for a company with \$52M in revenue and staff of 220. This included the development of the annual corporate operating plan and budget, monthly review, and analysis of financial performance and labor utilization and providing quarterly updates for revenue projections and tracking of indirect rate expenditures. James led the development of price-to-win strategies for company bids, interacted with DCAA auditors and federal agencies contracting officers, and chaired the company's annual performance appraisal process. James served as a member of TMS' Board of Directors, as a Trustee for TMS' Profit Sharing, ESOP, and 401(k) Plans, and assisted in the development of TMS' multi-year business plan. James provided extensive support during the due diligence process when TMS was marketing itself to potential buyers. This included heavy involvement throughout the process with the mergers and acquisition firm hired to sell TMS, development of the marketing presentation, and participating in the management team presentations to interested parties up to and during the eventual acquisition by NISC in July 2007.

Vice President, Business Operations

James managed corporate contracts administration, human resources, accounting operations and office management functions. James maintained the corporate planning and projection system, which was used to track contract expenditures and labor utilization, developed annual operating budgets and plans, and presented quarterly updates to the management team. James led the contracts team in the negotiation and administration of contracts and led the development of price-to-win strategies. As part of the annual appraisal process, James served as chairman of the management board that ensured implementation of corporate personnel guidelines for performance reviews and salary guidelines.

Vice President, Management Services Division

James was responsible for all of TMS' U.S. Department of Energy/Fossil Energy (FE) headquarters contract support valued in excess of \$8.5M annually and led a multi-disciplinary team of 50 analysts, engineers, economists, IT specialists, and graphic specialists that provided support to a number of U.S. Department of Energy programs. James successfully led the capture of several FE contracts which resulted in successive 5-year contract awards to TMS.

Project Manager

While serving as Project Manager on several multi-year, multi-million dollar contracts for the U.S. Department of Energy's Office of Fossil Energy's (FE) Office of Budget and Financial Management, James managed projects and tasks that provided budget, planning, analytical, management systems, procurement, and general management support.

Senior Analyst – Systematics General Corporation (SGC)

November 1982-September 1987

As a Senior Analyst, James provided financial and administrative support to the U.S. Department of Energy's Office of Fossil Energy (FE) Budget Office, primarily in the area of budget execution and acquisition planning. Duties included preparing the monthly financial plan, operating and maintaining FE's check book system, reconciling monthly Department and FE systems, preparing various budget reports and analyses, and preparing procurement requests and monthly acquisition status reports.

EDUCATION

Johns Hopkins University, Baltimore, MD

Master of Administrative Science, Information Technology Management May 1987

University of Steubenville, Steubenville, OH

Bachelor of Science, Finance and Management May 1982

SECURITY CLEARANCE

DOE "Q"

TOP SECRET (Inactive)