



Gregory A. Garrett

Gregory A. Garrett is an international educator, best-selling author, respected consultant, professional speaker, and a practicing industry leader. He joined Lucent Technologies in 1997, he currently serves as Vice President and General Manager, U.S. Federal Government Programs. Previously, he served as Vice President, Program Management, North America, Wireless Major Accounts. For two years he served as Chairman, Lucent Technologies Project Management Leadership Council, representing more than 2,000 project managers globally. He is also President and CEO Garrett Consulting Services.

Prior to Lucent, Mr. Garrett served as a Partner and Executive Director of Global Business for ESI International, where he led the sales, marketing, negotiation, and implementation of global business management, bid/proposal management, commercial contracting, and government contract management training and consulting programs for numerous Fortune 100 multinational corporations. He has served as a lecturer for The George Washington University Law School and the School of Business and Public Management. He has personally taught and consulted in bid/proposal management, contract, and project management to more than 15,000 people from over 40 countries.

At ESI International, Mr. Garrett developed and provided professional training and/or consulting services to numerous highly successful corporations and organizations worldwide, including: ABB, AT&T, Bell Atlantic, BellSouth, Boeing, Ceselsa, IBM, Inter-America Development Bank, Israel Aircraft Industries, Lucent Technologies, Motorola, NCR, NTT, Panama Canal Commission, SBC, TASC, United States Trade Development Agency, and the United Nations.

Formerly, Mr. Garrett served as a highly decorated military officer for the United States Air Force, awarded more than 17 medals, badges, and citations. He completed his active duty military career as an Acquisition Action Officer, in the Colonel's Group Headquarters USAF, the Pentagon. He was the youngest Division Chief and Professor of Contracting Management at the Air Force Institute of Technology where he both led and taught advanced courses in purchasing, contract administration, and program management to more than 5,000 people from the Department of Defense, NASA, and Industry. Previously, he was the youngest Procurement Contracting Officer for the USAF at Aeronautical Systems Center, where he led more than 50 multi-million dollar negotiations and managed the contract administration of over \$15 billion in contracts for major weapon systems. He served as a Program Manager at the Space Systems Center, where he managed a \$300 million space communications project.

During his Military career Mr. Garrett received numerous special recognitions and awards, including: the Department of Defense (DOD) Value Engineering (VE) Team Achievement Award, the Defense Systems Management College – David Acker – Skill in Communication/Acquisition Research Paper Award, the Air Force Institute of Technology (AFIT) School of Systems and Logistics – John W. Demdovitch – Outstanding Professor Award.

Mr. Garrett holds a Bachelor's degree in Chemistry/Engineering Physics from Miami University a M.S. in Systems Management from the University of Southern California. He has received Master Certificates in both Project Management and Global Contract Management from The George Washington University. He has successfully completed Executive Education in Advanced Project Management at Stanford University. He is a Certified Project Management Professional (PMP) of the Project Management Institute (PMI) and has received the prestigious PMI Eric Jenett Project Management Excellence Award. He is a Certified Professional Contracts Manager (CPCM), a Fellow and member of the National Board of Advisors of the National Contract Management Association (NCMA). He has received the NCMA National Education Award in contract management and the Blanche Witte Memorial Award for outstanding service to the contract management profession. He is a member and speaker for the Association of Proposal Management Professionals (APMP). A prolific author he co-authored the book "Managing Contracts for Peak Performance" (NCMA, 1991), authored the best-selling book "World-Class Contracting" (Third Edition, CCH, 2003), co-authored the book "The Capture Management Life-Cycle: Winning More Business," (CCH, 2003), and authored the new book "Managing Complex Outsourced Projects," (CCH, 2004). Plus, he has authored more than 40 published articles on bid/proposal management, contracting and project management. He resides in Oakton, VA with his wife Carolyn and three children.
