

## **SUMMARY**

J.A. (Jack) Runfola is President of R&R System Solutions. Jack was critical to the merger of Datawave International with R&R System Solutions blending the combined strengths into a formable company. His continuous industry experience includes domestic and international telecommunications, offshore petrochemical data and communication, surveillance and towed array systems for the US Navy. As senior manager he continues to manage the financial profitability of operations, cost control, project cost vs. pricing, bid & proposal, budget development/execution and contract negotiations while building teamwork and company success.

## **BRIEF CAREER OVERVIEW**

- Program Manager in the Ukraine for the Joint Rapid Response Program between the Department of Defense and the Army of the Ukraine. Project is to upgrade mobile Ukrainian communications to be compatible with NATO and Coalition Forces.
- Managed the preparation of proposals, business plans, proposal work statements, operating budgets, cost versus sell strategy and contractual terms and conditions for department of Navy projects as well as commercial opportunities.
- Project managed multi-million dollar opportunities with the Department of Navy for undersea surveillance systems, towed arrays, undersea communications and special projects.
- Provided major international company with new market opportunities in excess of \$150 million.
- Developed the business plan, cost/pricing standards and project manager plan for the creation of an actuarial insurance based maintenance program for major undersea telecommunication systems globally.
- Catalyst for the creation of Joint Venture Company and created \$25 million in new business opportunities.
- Developed and presented multiple business plans, performance status for various Board of Directors meetings.
- Managed team of expatriates providing support to client personnel for project management, costing, contract negotiations, construction and integration of largest privately owned fiber optic festoon (telecommunication) system in the world valued at \$80 million in Malaysia.
- Managed the technical, equipment specifications, operational and cost standards for the first submarine cable maintenance company in Malaysia.
- Managed the business development planning, pricing, new product planning and integration for the first all national fiber optic telecommunication system in Malaysia.
- Developed and managed the project management and technology transfer program valued at \$15 million in Malaysia.
- International experience is in excess of 20 years predominately in the Asia/Pacific and Europe.
- **US citizen with Active Secret clearance.**

## **PROFESSIONAL EXPERIENCE**

R&R SYSTEM SOLUTIONS LLC, STERLING, VA 2011 – Present

### **President**

R&R System Solutions is a minority woman owned business that is technology based to provide engineering, project management and other business support functions to clients. Market areas are telecommunication, alternative energy solutions, surveillance, undersea tracking and detection and other related requirements.

DATAWAVE INTERNATIONAL LLC, Sterling, VA 2003 - 2011

### **Managing Director, Owner**

Datawave International is a Disabled Veteran small business owned company. Datawave offers professional project management and technical services to Department of Defense, Prime Contractors, Multi-National and Small Business companies. Services include strategic planning, budgeting, operation standards, project management, business development, negotiation planning and execution for domestic, international and DoD contracts. Clients consist of major insurance organizations, law firms, manufacturing organizations, defense related companies, new technology companies and international firms.

- Currently, providing project management to Ukrainian based company to oversee the supply and integration of NATO and Coalition Forces mobile communication equipment to the Army of the Ukraine. Project encompasses direct interface with Ukrainian Army US Office of Defense Cooperation, US Army CECOM division and local contractors.
- Provided expert technical review of major undersea telecommunication system for US based law firm.
- Provided business development support to Alaskan owned company to US prime contractors.
- Project management for Egyptian communication system.
- Business development and engineering support to US supplier of remotely operated vehicles.
- Strategic and market development for US based manufacturer addressing US Navy needs.
- Developed the business plan, cost/pricing standards and project manager plan for the creation of an actuarial insurance based maintenance program for major undersea telecommunication systems globally.

GENERAL DYNAMICS- NETWORK SYSTEMS, Chantilly, VA

2002 – 2003

### **Senior Director**

Responsible for managing the international and domestic strategic planning, budgeting, cost/pricing and business development for International Telecom Group (ITG). ITG is a subsidiary company of GD-NS. Reporting directly to the President, directed and implemented strategic project and business planning, while being responsible for international activities.

- Developed project management strategy and business plan to create an actuarial insurance-based maintenance program for undersea cable, rather than existing retainer-based approach, saving company approximately 20-40% annually.
- Applied knowledge of historical and current needs in both Asia and Europe, enabling deeper penetration and application of company services and resources.
- Developed fixed-price rather and day-price for submarine maintenance market. Determined technical requirements and project management strategy for interfacing with customer.
- Created international alliances.
- Created new business opportunities with defense related companies and US Navy.
- After successful restructure of company assisted with the sale of ITG.

SMIT-OCEANEERING CABLE SYSTEMS, Houston, TX

1999 – 2002

### **Business Development Manager**

- Responsible for all international and domestic projects for this joint venture company between Smit International, b.v. and Oceaneering International, Inc. Directed all strategic planning, project costing/pricing and project management as well as all contract negotiations.
- Responsible for budget preparation and presentation to Board of Directors.
- Was catalyst that brought joint venture together, securing first contract valued at \$7 million for connecting a European telecommunication system into Argentina, Brazil and Panama.
- Envisioned commercial application of military marine survey methods, and created a joint venture with SAIC for implementation, which provided enhanced customer service, saving time and reducing costs.
- Was successful in establishing fixed contract terms and conditions with international clients so that pricing was the only item of discussion.
- Led company to understand the differences with international contracts, pricing, operations and service support to better protect the interests of the company and customers. Previously, the organization only provided subcontractor service to turn key suppliers
- Established direct contracts with international clients.
- Secured in excess of \$25 million in follow on and new business by overseeing that client needs were exceeded.
- Provided commercial and technical support for clients to international purchasing committee's of transoceanic cable systems.
- Assisted sister division in obtaining major US Navy contract.

TIME TELEKOM SDN. BHD., Kuala Lumpur, Malaysia

1995 – 1998

**Subject Matter Expert**

Responsibilities included telecom strategic marketing and business plan review, financial analysis, subsea fiber optic planning, product development, project planning, and budget preparation reporting.

- Directed the planning, construction, inspection, implementation, supervision, training and technology transfer involving 1623 Km of subsea fiber optic cable and 25 landing sites around Peninsular Malaysia, valued at \$80M. Despite having to overcome crisis conditions, this project was completed ahead of schedule and under budget.
- Led the creation of the first Malaysian subsea telecom cable maintenance capability, involving complete design and management of billing, training, cable handling, performance standards, and equipment specifications. This was a 15-year subsea contract valued at \$10M annually
- Negotiated, budgeted and project managed the first subsea fiber optic system connection between TIME Telekom and The Telephone Organisation of Thailand, which included initial system planning, budgeting, tender oversight, commercial negotiation of cost sharing agreements and subsea system maintenance agreement.
- Responsible for Strategic Planning department staff training and supervision of all new product and business development planning from concept to market entry. This included all financial, technical, product requirements and Board of Directors approval documentation.
- Supervised various telecom construction linking international hotels to fixed line services offering international and domestic calling features in Malaysia.
- Provided all planning, budgeting, technical requirements, financial analysis and Board of Director approval for all international submarine cable connections.

WESTERN CABLE VENTURES DIV., Western Instrument Corp., Ventura, CA 1993 – 1995

**Director**

Responsibilities included budgeting, pricing, business planning and project management implementation for four domestic, defense and international product areas: short-haul fiber optic communication systems, engineering services, vacuum systems and oceanographic industry products.

- Secured international subsea system project management services and technology transfer program valued at over \$15M with Time Telecom, Sdn. Bhd. This involved providing training and oversight of the largest privately owned festoon system in the world.
- Provided market development of unique short-haul fiber optic communication cable systems developed for quick installation and repair utilizing small diameter optical fiber cable. Under this program joint venture marketing and business development program was created with British Telecom Marine, a subsidiary of British Telecom.

THE ROCHESTER CORPORATION, Culpeper, VA

1984 – 1993

**Director of Marketing**

Responsible for internal and external development of specialized subsea communication cable, local area networks, subsea power cables, and other applications of optical and electrical products. Sales grew from < \$1M to \$15 M annually providing the major profit area for the company.

- Directed both domestic, DoD and international sales force and initiated customer contact base with PTT authorities in Southeast Asia, Japan, United Kingdom, Denmark, Turkey and elsewhere.
- Developed telecom cable applications, in both international and domestic markets, for national defense, offshore oil and gas industry, and research and development products.
- Program managed the first underwater optical acoustic range cable used by the US Navy.
- In conjunction with the Naval Facilities Engineering Command developed and created the first underwater electrical and optical telecom cable for Guantanamo Bay, Cuba.
- Program managed the first deep-water (7.3-kilometer) electro-optical cable system for remotely operated vehicles used commercially and by the US Navy.

TYCO INTERNATIONAL

SIMPLEX WIRE AND CABLE COMPANY, Portsmouth, NH 1978 – 1983

**Sales Manager**

Responsibilities included management of undersea electro-mechanical cables, flexible pipe, fiber optic cables, undersea power cables, and a variety of specialty engineered cable types.

- Contributed to company growth from \$22M to \$50M annually.
- Managed the interface of TAT-8 subsea cable development with AT&T for the first Trans-Atlantic optical communication cable.
- Directed marine services, including installation and quality control, associated with these cables, the primary customer base of which was the US Department of Defense and the offshore oil industry.

**EDUCATION and CERTIFICATIONS**

Bachelor of Arts, Political Science, University of Massachusetts, Boston, MA - 1975

Associate Business Science, Newton Junior College, Newton, MA - 1973

Professional Selling Skills, Xerox,

Subsea Completion Systems, VETCO,

US Government Contract Negotiations, American University,

**MILITARY SERVICE**

United States Marine Corps, Honorable Discharge 1966 To 1970. Viet Nam Veteran with 10% service connected disability

**CLEARANCE**

Secret Level

**ARTICLES AND PUBLICATIONS**

- Security and Telecommunication Systems
- Insurance Approach for the Undersea Maintenance Markets
- Multi-configurable Ocean Monitoring System