

Michael W. Barnes
Senior Vice President

Michael Barnes is a senior management executive with nearly 30 years' experience in a variety of management, marketing, and strategic development positions. During his career he has worked with the government agencies and leading defense and aerospace companies to design and implement programs that resulted in measurable improvements in operations. Mr. Barnes possesses a unique balance of defense and commercial experience.

Mr. Barnes has extensive experience penetrating domestic and international markets, working with both government and commercial entities. He has assisted private industry in obtaining contracts with the Department of Defense, Department of Homeland Security, U.S. Army Special Forces and global military organizations. His key achievements include:

- Increasing the annual business volume by 100% for a company providing professional and logistics support services. His leadership resulted in the implementation of initiatives that accounted for 70% of the company's profit in a single year.
- Opening new markets for a leading audio and video surveillance product manufacturer supplying equipment to federal, state, and local law enforcement agencies. His initiatives added \$100 million in new business bookings in eighteen months.
- Developed strategic alliances with major Asian and European airlines to secure preferred positions for company's commercial avionics products. Negotiated a strategic arrangement with Airbus to mark the first U.S. supplier to hold a basic position on Airbus new production aircraft.
- Identifying the threat to the U.S. military posed by the growing trend in the semiconductor industry to move fabrication operations overseas, and developing a plan for creating trusted sources to supply microelectronics, assuring security and reliability of components used in mission-critical weapons and communications systems.
- Facilitating partnerships and directing acquisitions for companies in the United States and abroad.



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