

15 for 2012

These are the people who may be making the rules, buying the companies, starting the programs and winning the contracts in the coming year. Here's a look at why they're worth watching, and what they might have in mind for the future.

EVEN DURING TIMES OF ECONOMIC downturn, the federal contracting world is in constant motion. The churn among and within corporations, agencies and the defense community means that sometimes

you need a program to tell the players apart. Here's the short guide to a few people who we think are likely to make a difference in the coming year, and what they've done in the past that makes them matter today.



Allen

Dan Allen, chief operating officer, U.S. operations, CACI International

Latest move: In March 2011, CACI attracted Allen from **Northrop Grumman** to serve as chief operating officer for U.S. operations.

Full plate: Allen handles the company's four main business groups: National Solutions, Enterprise Technologies and Services, Transformation Solutions and Mission Systems.

Game changer: He's developing well-established defense contractor CACI into a diversified cybersecurity firm. Intelligence already makes up about half the company's work and is one of its fastest-growing business lines.

Intel cred: At Northrop Grumman, Allen managed the intelligence systems division. "He is highly respected in the intelligence community and throughout our marketplace, and is committed to delivering innovation and value to customers supporting our nation's most vital missions, especially in the areas of intelligence and cybersecurity," CACI CEO **Paul Cofoni** said at the time of Allen's

appointment to the company.

Business cred: At Northrop, Allen oversaw growing revenue, continuous margin improvement and successful acquisitions. Previously, he led delivery of enterprise services at **General Dynamics Information Technology** and held management positions with **GTE Government Systems Corporation** and **TRW**.

Rise and shine: In May 2011, CACI rose from 16th to 14th on the list of the top 100 federal prime contractors. Recent big wins include contracts to integrate U.S. Navy command and control applications and to increase U.S. Army rapid response capability.

Strategic buys: Since Allen's arrival, CACI has sealed the deal on two acquisitions: **Paradigm Solutions**, a cybersecurity and enterprise IT firm, and **Advanced Programs Group**, leading provider of **Oracle** e-Business services in the federal market. **GCE**

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