

ALEX FILOTEANU

Profile

Mr. Filoteanu brings over 25 years' experience with Suss Consulting where he has worked on numerous projects covering market analysis, strategic and marketing planning, proposal support, pricing analysis, investment review processes, and project planning and management.

- Market Analysis – Compile and analyze data from federal budgetary data, procurement forecasts, appropriations bills, and contract spend databases to identify and profile opportunities across defense and civil agency marketplaces.
- Competitive Assessment – Identify strong and dark horse competitors at the market, program and contract levels to prepare analyses on corporate and technical strengths and weaknesses, contract portfolios, partnerships, and competitive positioning.
- Strategic Planning – Identify trends in the commercial and federal technology marketplaces, assess client positioning to profitably capture near- and long-term contract opportunities, and develop pipeline and resource strategies to effectively compete for expanded market share.
- Price Analysis – Organize price requirements and associated cost inputs, analyze competitive price points for labor and services and products, prepare price workbooks, facilitate cost and price analyses, perform sensitivity analysis, and prepare cost/price justifications.

Relevant Experience

Mr. Filoteanu has also conducted competitive assessments of numerous federal systems integrators and telecommunications services providers as part of larger projects involving market analysis and opportunity capture. He has also aided Suss Consulting associates in their proposal support projects with market, pricing, and regulatory analysis and has provided pricing analysis support as part of ongoing contract negotiations.

He has prepared numerous presentations of project deliverables including research reports, strategic analyses, competitive profiles, and market sizing and segmentation analyses, investment review processes and has aided in presenting the findings to the client. Prior to joining Suss Consulting, Mr. Filoteanu served for four years in the United States Marine Corps as a machine gunner and administrator.

Education

Villanova University, BA, History Phi Beta Kappa