

## TERRY CARUTHERS

### Profile

Terry Caruthers' orals coaching experience and expertise combined with IT technical and management experience in government and industry provides a unique perspective in orals coaching and proposal coordination services. She has an 80% win-rate in coaching orals valued at more than \$11B.

### Relevant Experience

For the past 12 years, she has provided Orals Coaching and other proposal services to both large and small IT firms such as Northrop Grumman, IBM, Dell, Leidos, and InfoZen. She not only coached orals team group sessions, but also brought her interpersonal skills as she coached and videotaped participants individually, working on everything from language difficulties to nerves. She provided training and practice on Oral Presentations, Participating in Q & A Sessions, and Logistics for Government Orals. She prepared orals teams by facilitating strategy, electronic groupware, and lessons learned sessions. She managed logistics of presentations including previewing sites, hosting, teleconferencing, and videotaping. Sample orals coached include:

- Proposal Review, Development Modernization Enhancement and Technical Support Services for Department of State
- Orals Manager and Coach, DOJ Litigation Technology Support Services (LTSC-2)
- Orals Coach, Afghanistan Logistics and Supply
- Orals Manager, Joint Financial Management System (JFMS) proposal for Department of State and USAID

Previously, Ms. Caruthers was an in-house orals coach for Northrop Grumman IT and its acquired companies PRC, Litton, and Logicon. In her eight years as Northrop Grumman's Orals Coach she managed and/or coached over 100 oral proposals including multi-billion dollar wins with an 80% win-rate. She prepared successful oral proposals delivered to the DoD, Military, Federal, Civil, and state agencies including DOJ, Department of State, DHS, FBI, CIA, EPA. She coached Northrop Grumman orals teams, over 80 senior managers, customers, and teammates including Lockheed Martin, Booz Allen, IBM, SAIC, AT&T, CSC, EDS in developing presentations and presentation skills. Sample orals coached:

- Orals Manager & Co-Coach, US-TRANSCOM Global Transportation Network for 21<sup>st</sup> Century (GTN21)
- Orals Coach, Defense Integrated Military Human Resources System (DIMHRS) proposal for OSD
- Orals Manager & Co-Coach, DIA DoDIIS Integration and Engineering and Support Contract (Diescon 3)
- Orals Manager & Coach, Ideas to Solutions Support Contract (i2SSC) proposal for CIA

Before becoming the first and only in-house orals coach at Northrop Grumman IT, Ms. Caruthers had previously served as Director of Training. She creatively developed strategies and managed training for 7,200 employees at 240 sites within \$900K budget. She not only hired consultants to teach but as she also taught the Project Management, Presentation Skills, Effective Communication, and Total Quality Management courses. She left corporate training to establish and oversee the design and build-out of two training facilities, and manage the training center for the Supermini Program, a \$2.4B joint services program. Then she returned to corporate training to initiate a technical training program including establishing on-line training and tracking for the now 20K employees. The training tracking was critical to achieving CMMI certification. She participated on the initial teams to lead company to achieve Level 3 and 5 SEI CMM, CMMI and ISO-9000/1/2.

Prior to becoming the Director of Training at Northrop Grumman, she was a Project Manager for a classified project where she managed training design, development, and delivery for automated, satellite imagery-based map-making system for Defense Mapping Agency. The project received 100% award fee.

In her technical IT career, Ms. Caruthers also worked as a Project Manager and Member of the Technical Staff at BDM, Inc., Scientific Applications Programmer/Mathematician at Naval Research Laboratory, Instructor at Control Data Corporation, and Programmer Analyst at Bellcomm, Inc., a Bell Labs subsidiary advisors to NASA.

### **Education**

M.B.A., Marketing, Keller Graduate School of Management, highest honors

B.S., Mathematics/Physics, Mary Washington University, highest honors