

**R. Prabu Prabhakaran, Ph. D., MBA**  
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**BACKGROUND SUMMARY:**

Highly successful experience in Program Management for technical and business environments in positions of increasing responsibility with a Ph. D. in Numerical Analysis and MBA in Management Information Systems. More than 18 years of specialized experience in managing and directing technical, financial and contractual aspects of Information Technology Programs for the federal government customers (NASA and DoD). US Citizen with active Secret Clearance.

**CORE COMPETENCIES:**

Program Management	Business Development	Information Technology
Information Systems	Strategic Planning	Process Improvement
Data Center Operations	Customer Service	Subcontract Management
Scientific Computing	Scientific Visualization	Risk Management
Earned Value Management	HW/SW Procurement	Employee Development

**EDUCATION:**

MBA, Management Information systems, Kent State University, Kent, OH  
Ph. D., Applied Mathematics/computer Science, University of Cincinnati, OH  
M.S., Mathematics/Computer Science, Ball University, Muncie, IN

**PROFESSIONAL EXPERIENCE:**

**Raytheon Company**

**June 1999 – June 2008**

**Director, High Performance Computing Programs**

**Army Research Lab.'s Major Shared Resource Center (ARL MSRC) Contracts**

Successfully managed Raytheon's DoD MSRC High Performance Computing (HPC) contracts (~\$350M) with Army Research Laboratory (ARL) in Aberdeen, MD with total responsibility for all technical, administrative, financial and management aspects of the contract. Accomplishments include:

- Successfully directed more than \$80M of procurement of hardware, software, network and other peripheral equipment and services. Ensured efficient utilization of the ARL MSRC assets and assisted ARL MSRC in being recognized as one of the outstanding computer centers in the world.
- Led the development and implementation of metrics based management methods to monitor, evaluate, and track performance of the systems and services. Specifically, the systems availability was consistently 97% or higher while the requirement was only 95%; resolution of Trouble Tickets exceeded the goal of 95%.
- Successfully managed the Research & Development projects of the university partners (Subcontractors) in multiple scientific and engineering computational Technology Areas by ensuring that the projects are properly evaluated, progress monitored and deliverables add value to DoD Modernization Program.
- Exceeded the financial goals in the areas of Booking, Sales and Profit during the years 1999 - 2007. Since inception, the ARL Program has exceeded the profit goals and has been considered as one of the most successful and profitable programs in Raytheon IIS.
- Highly respected and viewed by the DoD Customer as a customer focused leader who is also true partner with the ability to motivate the staff to maximize their performance through teamwork and cooperation.
- Organized technical symposia in collaboration with DoD and academic partners to enhance the visibility and leadership position of Raytheon and ARL MSRC in the area of High Performance Computing (HPC).
- Led the implementation of Raytheon Six Sigma program to produce continuous improvements, promote productivity of the staff and to achieve cost avoidance for the customer. Almost all the staff was trained as Six-Sigma Specialists with more than 50% certified as Specialists. Customer has been highly appreciative of the \$1.5M in cost avoidance generated by the Raytheon Six Sigma projects during the past four years.
- Made significant contributions to the customer's outreach program by developing innovative approaches to communicate their success to their users and stakeholders. Specifically, the quality of the publications was enhanced; outstanding support was provided to the customer for their participation in conferences.
- Successfully directed the Business Development team to bid and win contracts (~\$150M) in the HPC area. Continuing to support Business Development efforts of Raytheon in other areas as well.

**R. Prabu Prabhakaran, Ph.D., MBA**

**Sterling Software, Inc. Cleveland, Ohio**

**1990 - 1999**

**Vice President Scientific Support Services**

**1995 - 1999**

Positions of increasing responsibility from Project Manger to Vice President in five years. Total responsibility for Sterling Software's Information Technology contracts with NASA Glenn Research Center (NASA GRC) in Cleveland, Ohio and oversight of Technical Support Service Contracts with Jet Propulsion Laboratory (JPL) in Pasadena, CA. Managed more than \$10M annual budget and 100 employees. Accomplishments include:

- Successfully managed Sterling Software's ADP Support Services contract (~\$60M) with NASA GRC for five years and delivered products and services that consistently met or exceeded customer's expectations. As the Project Manager, directly supervised technical areas covered under the contract including Telecommunications and Networking, IBM Mainframe systems (MVS and VM) support for Business Applications, Unix Systems Administration and Software development. As a result of outstanding performance, the contract was awarded 100% of the Fixed Fee each year.
- Successfully managed a subcontract (\$50M) for Sterling Software in the area of Information Technology with NASA GRC. As the Project Manager, directly supervised technical support, systems development, systems administration, networking and telecommunications. As a result of excellent performance, Sterling Software received Award Fees averaging approximately 95%.
- Directed Sterling Software's Information Technology contracts (~\$75M) at the Jet Propulsion Laboratory, Pasadena (JPL), Pasadena, CA through an on-site manager.
- Made major contributions to Business Development efforts of the Division in capturing new business. Routinely participated in Business Development strategies and proposal development.

**Prior Experience:**

- Served as the Director, Information Services for Merril Publishing Company, Columbus, OH with total responsibility for planning, development, acquiring, implementing and supporting Information systems to meet the company's strategic objectives. Directed systems development, technical support, data center and microcomputer services. Directed successful implementation of on-line, integrated financial software systems for purchase orders, accounts payable, and project accounting applications. Directed the design, development and implementation of on-line applications for increasing the effectiveness of Sales/Marketing Department's targeted marketing activities. Managed budget of \$3M and 40 employees
- Held positions of increasing responsibility from Senior Applied Mathematician to Manager of Corporate Data Center for the General Tire and Rubber Company, Akron, OH . Managed the central computing facility consisting of a Supercomputer and IBM 3090 with MVS/XA with a large nationwide network of more than 3,000 users. Responsible for technical, financial and contractual aspects of the acquisition of all computer and communications equipment and vendor services. Reduced annual expenses by 25% by renegotiating equipment lease, improving operating procedures and acquiring cost effective hardware, software and services. Evaluated, acquired and implemented state-of-the art voice mail system, resulting in improved communications and increased productivity. Managed staff of 32 with a budget of \$8M.

**OTHER RELEVANT INFORMATION:**

- Served as a member of Maryland Governor, Martin O'Malley's Transition Team for Information Technology in 2007.
- As a part-time faculty member taught "Computer Applications for Business" and "Decision Support Systems" at the University of Akron, Akron, OH 1988 -1989
- As a part-time faculty member, taught "Computer Ethics" at Cleveland State University, Cleveland, OH 1994