



Tov B. Brog

Senior Associate – Proposal Manager – Capture Manager

Tov Brog brings almost 30 years of experience as a capture manager, proposal manager, program manager and engineer. His experience includes business development, sales, program management, engineering and operations analysis. In collaboration with his clients, he has developed capture strategies, win themes and discriminators to compete for business opportunities in technical services, telecommunications, information technology and international programs. He has submitted winning proposals to a variety of US Federal agencies, commercial firms, and international government clients in Asia, Europe, Latin America, and the Middle East.

Mr. Brog applies strong analytical skills and a strategic approach to developing focused, clear, and innovative proposals. He is experienced at combining capture plans and win strategies into successful offers. He specializes in the integration of technical, management, and operational perspectives into coherent, well-organized proposals that maximize win probability by matching unique client strengths to customer requirements.

His operational experience is broad. As a graduate of the Naval Academy, Mr. Brog understands maritime operations, including a familiarity with Marine Corps capabilities and missions. In addition, he has served on joint staffs, working closely with members of other services, including close coordination between the Air Force, Army, Navy and Marine ground forces during numerous exercises. His acquisition experience includes a tour at Naval Air Systems Command managing avionics development programs for use on Air Force, Navy and Marine aircraft.

In addition, because of his electronic engineering, communications systems and operations analysis background, he brings an intimate understanding of technology, the engineering process and analytical methodologies. He honed these skills as a systems engineer and program manager while engaged in SETA support to DARPA while employed with SAIC.

Prior to his current work, Mr. Brog was a senior capture manager in Northrop Grumman's Technical Services Sector. In that role, Mr. Brog led business development pursuits supporting the sector's full spectrum of capabilities in life-cycle solutions; logistical support; sustainment, infrastructure and range operations; and training support and services. His successes included strategic wins on the US Air Force C-20 contractor logistics support (CLS) program, worth over \$250M, and the Future Flexible Acquisition and Sustainment Tool (F2AST), worth up to \$6.9B.

Mr. Brog joined Northrop Grumman in 2007. Prior to that, he was an independent business development consultant supporting a variety of clients in the commercial and aerospace industry, pursuing both domestic and international opportunities. This followed over 20 years in commercial high technology firms, the defense industry and the United States Air Force.

Mr. Brog earned a Bachelor's in mathematics from the US Naval Academy, a Master's in systems technology, focusing on joint command, control & communications systems, from the US Naval Postgraduate School and a Master's in electrical engineering from Johns Hopkins University.



SURVEY OF SELECT PROPOSAL & PROJECT WORK

Relevant Winning Proposal Experience – Highlights				
Contract	Customer	Date of Award	Value (estimated)	Broad Street Consultant Role
DLITE	US Army INSCOM	Not yet awarded	5 year, \$7.6B multi-award IDIQ	Capture Manager
Contract Field Teams (CFT)	US Air Force Logistics Command	2009	5 year, \$3B multi-award IDIQ	Management Volume Lead
Fast Flexible Acquisition Support Tool (F2AST)	US Air Force Logistics Command	2008	5 year, \$6.9B multi-award IDIQ	Capture Manager
C-20 Contractor Logistics Support	US Air Force Logistics Command	2008	\$253M	Capture Manager
Broad Area Maritime Surveillance System (BAMS)	Naval Air Systems Command	2008	\$1.2B development contract	Technical Volume Lead
Chilean WiMax broadband National Network	Liberty Global Cable	2007	\$50M	Capture Manager, Technical Writer
Call Center Recording System	US Internal Revenue Service (IRS)	2001	\$5M	Management Volume Lead Technical Writer
Nof Yam Environmental Cleanup	Israel Military Industries	2000	\$3M	Capture Manager
Helicopter Modification	Turkish Air Force	1998	\$500M	Technical Writer
National ELINT System	Army of Singapore	1998	\$1.6M	Proposal Manager Technical Volume lead Technical Writer
Wireless Training Range	Singapore Air Force	1997	\$6M	Technical Volume Lead Technical Writer
Wireless Training Range	Singapore Navy	1997	\$5M	Technical Volume Lead Technical Writer