

High Profile DOD / DOHS

| TARGET:

High profile DOD/
DOHS

| MARKET:

US

| METHODOLOGY:

60-Minute Telephone / Web IDI

| SUMMARY:

The client needed to understand the members of the branch buying teams within federal agencies. DOD branch/DHS agency/sub-agency buying decisions are made by teams of 6-8 core decision makers who represent different functional areas.

SPECS:

Department of Defense

Buying decision makers and influencers in network, IT, security, and mobility within:

- Base leadership
- IT leadership and specialists
- Program/Project management
- Procurement/Contracting
- Finance
- HR
- Agency leadership

Department of Homeland Security

Buying decision makers and influencers in network, IT, security, mobility, and public safety:

- Agency leadership
- Field leadership
- IT leadership and specialists
- Program/Project management
- Procurement/Contracting
- Finance
- HR

SAMPLE PROFILES:

- Business Enterprise Specialist, Defense Forensics & Biometrics Agency at Department of Defense
- Senior Vice President of Planning and Analysis at The Olson Group
- Founder & President at M.L.B Foundation
- Senior Management Consultant at Department of Homeland Security
- Chief Operations Officer at Front Sight Protection
- Chief Information Officer at the Office of Inspector General, U.S. Department of Transportation Principal at Aegis Solutions Group