

Dan Moriarty

Principal & Co-Founder

Dan brings over 23 years of performance growing private and public companies. He has led the development, marketing and sales of enterprise hardware and software products & consulting services globally into government, aerospace and defense, manufacturing, information technology, financial services and medical markets. Adept at market strategy and business capture, Dan is noted for creating and implementing high growth business plans leveraging his international, venture capital, “start-up”, “turn-around” and M&A experience.



Most recently, Dan was a member of the Senior Executive Committee and the Senior Vice President of the Aerospace and Defense practice for SM&A. “His leadership helped drive SM&A to all-time record quarterly revenues” (Steven S. Myers, Founder, SM&A), helping to take the company revenues from \$69M in 2005 to \$98M in 2007. In his tenure at SM&A, Dan also served as the Senior Vice President of Marketing and Product Development where he established the company’s first marketing organization and architected their brand awareness and solution development methodologies.

Prior to joining SM&A, Dan was a Sr. Consulting Sales Director for Oracle Corporation providing application and customized database solutions to the State and Local government market.

Dan has also held leadership positions at Rockwell Automation on their Industrial Digital Assistant (IDA) program (an industrial hardened pen slate tablet) and within their global distribution development organization, and at WRQ where ‘his focus and determination took a struggling Verastream software integration product from \$2M to \$10M in eighteen months’ (Roger Penner, GM Verastream Business Unit, WRQ).

Dan received his Bachelor of Science from the University of Hawaii. In his free time he enjoys hiking, fly fishing, golf and coaching youth sports.

About Waypoint

Waypoint brings an end-to-end, unifying approach to the activities that drive top-line revenue, grounded in a business philosophy that continuity and integration of people and process, enabled by technology, materially increase your probability of win.

Waypoint’s hands-on pre-award business services create revenue growth for clients selling into the Federal, State & Local government, and commercial markets where new business is won through a structured, competitive procurement process.

For more information about Waypoint, please visit us on the web at www.waypoint34.com.