



## ***Hal Stalcup***

### ***Principal & Co-Founder***

Hal brings 29 years of strategy, proposal management and program management experience in the Federal DoD, Federal Civilian, State & Local government, Healthcare and Information Technology markets. Leveraging his significant technical expertise in Information Technology and Systems Integration, he has led and won such notable business captures as the \$10 billion U.S. VISIT program.

Most recently, Hal was the Senior Vice President of New Vertical Markets at SM&A. While there, Hal held other leadership positions such as Vice President of Product Development and Vice President and Account Executive for Accenture; providing this client with both account management, capture and proposal leadership.

As Vice President and Chief Technology Officer at Trident Data Systems, Hal was responsible for all client facing technology issues, provided executive oversight on all major accounts, and developed and managed the technology roadmap.

As an officer in the U.S. Air Force, Hal provided leadership and oversight on major software development and systems integration contracts worth more than \$300 million per year as a Contracting Officer's Technical Representative (COTR).

Hal has a Bachelor of Science in Chemical Engineering from the University of Akron and a Master of Science in Systems Management from the U.S. Air Force Institute of Technology.

### ***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](http://www.waypoint34.com).