

LORI STALLARD

Ms. Lori Stallard currently serves as vice president of business development for General Dynamics Information Technology's Homeland Security Solutions sector. Leading a team of business development professionals, she oversees business development and customer relationships for the Department of Homeland Security and its components. Ms. Stallard's experiences cut across all aspects of large federal IT program development, providing insight and leadership to General Dynamics IT's pursuits in the homeland security market.

Prior to joining General Dynamics Information Technology, Ms. Stallard served as director of business development for BAE Systems, Lockheed Martin and GTSI, Corp. In each leadership role, she provided customers with full solutions and capabilities as well as expanded partner relationships. She has developed and executed many business and account strategies for the Department of Homeland Security, Office of the Director of National Intelligence, Department of Defense and other intelligence and civilian organizations such as NASA and Department of Energy. Ms. Stallard has a diverse set of experiences in technology, including internet solutions, managed hosting, storage solutions, virtualization offerings, knowledge management, information sharing, biometrics solutions and full IT services.

Ms. Stallard is involved with several industry organizations focused on the Department of Homeland Security (DHS), including participating in the TechAmerica Vision conference. In this capacity, Ms. Stallard is the DHS Team Chair and the DHS HQ Sub-team Chair. In addition to these responsibilities she is a revolving member of the TechAmerica Strategic Forecast Council.

Ms. Stallard received a Bachelor of Science degree in Mathematics and Business Administration from State University of New York College at Oswego. Some of her awards include the Individual Excellence Awards from Lockheed Martin, Top Ranked Sales at GTSI and President's Club while at PSINet, Inc.