

## BART A. GRAY

Vice President, Corporate Development & Innovation  
Chief Innovation Officer

### Professional Overview

Bart A. Gray is the Chief Innovation Officer and Vice President, Corporate Development and Innovation, Parsons Government Solutions of Parsons Corporation, a global engineering, construction, technical, and management services firm headquartered in Pasadena, California, with 14,000 employees and revenues exceeding \$3 billion.

Mr. Gray has extensive experience in forming, leading, and expanding new organizations in both private sector and military capacities. Bart brings twenty-five years of experience in investment banking, general business management, marketing, and strategy in organizations ranging from large public companies to technology start-ups complemented by his extensive military service in cyber operations.

Immediately prior to joining Parsons, Bart was the COO of a technology start-up focused on cloud-based cyber ranges for exercises and assessment. Previously, Bart was with 3M Company, a Fortune 100 company. At 3M, he served in several strategy, business development, and marketing roles from 2011 to 2015, including formation of the Defense Markets Division and development of a 3M/Lockheed strategic partnership.

Bart started his career as an investment banker, acting as a key member of banking teams that closed over \$10 billion in transactions, including \$500 million in private equity-related assignments. Bart most recently led a D.C. technology-focused private boutique. Prior to this, Bart worked at both Lehman Brother's and UBS's global technology groups focused on storage, enterprise software, and network security. As a career technology banker, Bart advised on and executed strategic advisory transactions for his client companies focused on data networking, IT services, network security, and defense. Bart has extensive expertise with start-ups developing dual-use software tools for both commercial and defense markets, bootstrapping themselves from services-focused government contractors to commercially-focused software companies.

Prior to investment banking, Bart served active-duty as an Officer in the U.S. Air Force information operations and special technical operations communities. These joint specialties included multiple assignments with various U.S. government organizations in positions pertaining to information warfare, space operations, and cyber warfare. More recently as a Reservist, Bart was assigned to the Office of the Secretary of Defense focused on technology identification, corporate venture finance, and technology transfer. Bart retired at the rank of Colonel from U.S. Cyber Command's operations directorate. At U.S. Cyber Command, Bart led formation of the prototype Joint Cyber Reserve Element as well as originated the command's Points of Partnership team. The Points of Partnership

### About Parsons

Parsons is a technology-driven engineering services firm with more than 70 years of experience in the engineering, construction, technical, and professional services industries. The corporation is a leader in many diversified markets with a focus on infrastructure, defense, and construction. Parsons delivers design/design-build, program/construction management, systems design/engineering, cyber/converged security, and other professional services packaged in innovative alternative delivery methods to federal, regional, and local government agencies, as well as to private industrial customers worldwide.

team formed the core for the Secretary of Defense-directed Defense Innovation Unit - Experimental (DIUx) in Mountain View, CA which is the nexus between non-traditional technology companies and the Department of Defense.

## **Education**

Mr. Gray is a graduate of the United States Air Force Academy, Colorado Springs, CO, earning a Bachelor of Science. Mr. Gray also has a Master of Business Administration from the University of Chicago's Booth Graduate School of Business, Chicago, IL.

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