

Biographic Summary: Samuel S. Visner

Current Position: Vice President for Strategy and Business Development – Enforcement, Security, and Intelligence, CSC

Narrative Description:

Samuel S. Visner serves as Vice President for Strategy and Business Development for CSC, a Fortune 500 company providing technology-enabled business solutions to the public and private sectors. In this capacity, Mr. Visner directs the development of strategy and new business for the company's Enforcement, Homeland Security, Intelligence, and Foreign Affairs business. At CSC, Mr. Visner also directs the company's cyber strategy, focused on serving the public and private sector clients who have cyber security requirements. Mr. Visner served previously as the Director of Strategy and Business Development of the Intelligence, Security, and Technology Group of Science Applications International Corporation (SAIC).

Prior to these positions, Mr. Visner served as the Chief, Signals Intelligence (SIGINT) Programs at the National Security Agency. He led a multi-disciplinary program, engineering, and business management team in the development of a new infrastructure for SIGINT. His team managed the development and acquisition of new, enterprise-level capabilities designed to give the Agency the operational scale required to meet today's intelligence challenge. For his work leading these major acquisition programs, Mr. Visner was awarded the Exceptional Civilian Service Award (ECSA), the Agency's highest civilian honor.

Prior to joining NSA, Mr. Visner served as a Vice President for Corporate Development at SAIC. In his position as Business Development Manager of the Advanced Technologies & Solutions Group, Mr. Visner managed business development activities within a wide variety of Intelligence, Space Systems, and Information Operations customer organizations. In addition, he built and managed a comprehensive business development architecture that included the application of: a structured business development methodology (and associated capture planning); Group-wide business development information management; business development training; and rigorous return-on-investment-based analysis. Mr. Visner also served as the chief business planner of SAIC's information operations campaign.

Prior to joining SAIC, Mr. Visner worked at Booz-Allen & Hamilton, where he built two practice areas. He led Booz-Allen's business within CIA's Directorate of Administration, as well as a sensitive program at the National Security Agency. As Director of Emergency Management Systems and Services, he established a continuity-of-operations (COOP) business area that served a wide variety of customers within the Department of Defense, the Department of Veterans Affairs, and the Department of Energy. In addition, Mr. Visner led assignments including an assessment of the links between the Global Information Infrastructure and the national financial services industries, and an assessment of a key component of the Nuclear Command and Control System. Mr. Visner won and led other assignments for the Defense Information Systems Agency (DISA) and the National Communications System (NCS), as well as for the Nuclear Command and Control System Support Staff (NSS).

Mr. Visner has also served as program manager for numerous commercial and international projects. He led a successful proposal to initiate the privatization Poland's telecommunications system. Mr. Visner also led a successful proposal for the development of a value-added digital overlay to the Hungarian telephone system. In 1993-1994, Mr. Visner led an industry team that provided support to the United Nations Department of Peacekeeping Operations (DPKO). In cooperation with the Defense Information Systems Agency (DISA), Mr. Visner's team conducted business process analyses of the logistical support provided by UN/DPKO to deployed peacekeeping operations. The team built a new, computer-based system to establish resource baselines for new operations, and to provide accurate budget estimates of these operations to the Security Council. In addition, Mr. Visner's team advocated successfully the establishment of the new UN information infrastructure, based in large part of an economic analysis of global telecommunication operations.

Mr. Visner has also helped build new business organizations. Mr. Visner led the participation of Booz-Allen and TECHMATICS in the DoD Mentor-Protégé Program. That Program teams large, established companies (Mentors) with small and disadvantaged companies (Proteges) and is designed to help the Protégé companies become more competitive, without the use of contract set-asides. The Program is also designed to provide DoD with a stronger base of suppliers. Mr. Visner served as the chief business advisor for a number of Protégé companies including Dynamic Resources (acquired by Metamor) and Proxicom (which issued an initial public offering). In all, Mr. Visner's project teams provided strategic business support for nine Protégé companies. This support included development of management information, finance, and accounting systems, as well as return-on-investment analyses relating to new business ventures.

Prior to joining industry, Mr. Visner served with the Intelligence Community. He served as an analyst and as a Communications Officer. The bulk of his intelligence career was spent as a Signals Intelligence (SIGINT) officer; he served twice as an Officer-in-Charge at facilities overseas. Prior to joining CIA, Mr. Visner served as a Congressional Liaison officer with the Department of State.

Mr. Visner is currently Vice Chairman of the Intelligence Committee of the Armed Forces Communications and Electronics Association. He also coordinates development of Committee White Papers on intelligence reform and integration. The Committee's White Papers can be found at: <http://www.afcea.org/committees/intel/intelwhitepaper.asp>.

Mr. Visner served recently as a member of the Board of Directors of the Intelligence and National Security Alliance (INSA), formerly the Security Affairs Support Association (SASA). Mr. Visner is currently a member of INSA's Innovative Technologies Council, which is focused on bringing new technologies to the Intelligence Community. He also a member of the National Correlation Working Group (NCWG), focused on building strong intelligence support for warfighters.

Mr. Visner is asked frequently to support Government national security activities. He served in 2004 as a consultant to the Presidential Commission on the Intelligence Capabilities of the United States Regarding Weapons of Mass Destruction, and led in 2005 a task for the Air

Force and National Defense Industrial Association to assess future Near Space missions, systems, and technologies. Mr. Visner is currently an Associate of the National Intelligence Council (NIC), for which he chaired in 2008 a symposium on cybercrime. Also for the NIC, he led a 2007 symposium on the implications for the Intelligence Community of the global information infrastructure. Mr. Visner is currently a member of the Defense Intelligence Task Force of the Defense Science Board (DSB). He is one of the principal authors of a study complete recently regarding the use of Operations Research to support investment decisions for Intelligence, Surveillance, and Reconnaissance.

In the educational context, Mr. Visner lectured 1994 until 2005 at the Industrial College of the Armed Forces. Mr. Visner focused on the application of microeconomic theory to the changing structure of the defense technology marketplace, and implications of changes in that marketplace for the acquisition by the national security community of new technologies.

Mr. Visner taught as an Adjunct Professor of Business at Georgetown University. He taught for four semesters a course on Entrepreneurship at Georgetown's McDonough School of Business. Mr. Visner is currently an adjunct professor in the Science and Technology in International Affairs program at Georgetown's School of Foreign Service. His course focuses on the effects of information technology on international security.

As a member and former Chairman of the Advisory Board of the National Foundation for Teaching Entrepreneurship (NFTE), DC Division, Mr. Visner advises the local NFTE Director and staff on teaching economic literacy to children in the DC public schools. Mr. Visner established a Capital Fund for NFTE in honor of his brother, the late Dr. Marc S. Visner. Mr. Visner also conducted a study on Advisory Board Development for the national NFTE organization. For more information, please see <http://www.nfte.com>.

Mr. Visner served as a member of the Defense Conversion Task Force of the White House Conference on Small Business (1993/1994). In that capacity, he helped develop recommendations regarding the programs to improve the competitiveness of US small businesses in the post-Cold War environment.

Mr. Visner served in the US Army Reserve.

Mr. Visner is married to Antoinette Burnham.

Security Clearance: TS/SCI (ISSA), updated 2008.

Education:

- Master's degree, Telecommunications, George Washington University (tripartite program in telecommunications engineering, economics, and policy)
- Bachelor's degree, International Politics, Georgetown University

External Leadership:

- Adjunct Professor of Business, McDonough School of Business, Georgetown University – Entrepreneurship
- Adjunct Professor, Science and Technology in International Affairs, Edmund A. Walsh School of Foreign Service, Georgetown University
- Associate, National Intelligence Council
- Member, Defense Intelligence Task Force, Defense Science Board
- Lecturer, Industrial College of the Armed Forces (National War College) – Application of Microeconomic Tools to Analysis of Defense Technology Marketplace
- Member (former Chairman), Advisory Board, National Foundation for Teaching Entrepreneurship (Washington, DC Division)
- Member: Defense Conversion Task Force, White House Counsel on Small Business (1993/1994)
- Vice Chairman, Intelligence Committee, Armed Forces Communications and Electronics Association
- Former Member, Board of Directors, Intelligence and National Security Alliance
- National Fellow, The Atlantic Council
- Author: “SIGINT in an Age of Transformation,” Defense Intelligence Journal, published by the Joint Military Intelligence College Foundation, Volume 9, Number 2, Summer 2000.

Employment Summary:

- 2008-Present: Vice President, CSC
- 2003-2008: Senior Vice President, Science Applications International Corporation
- 2001-2003: Chief, Signals Intelligence Programs, National Security Agency
- 1997-2001: Science Applications International Corporation (Vice President for Corporate Development/Business Development Manager, Advanced Technologies & Solutions Group)
- 1996-1997: TECHMATICS, Inc. (Director of Business Development)
- 1987-1996: Booz-Allen & Hamilton Inc.
- 1977-1987: Central Intelligence Agency
- 1976: Department of State (Congressional Liaison Officer)