

1/23/2012

Biographical Statement for Jim Beaupre, CEO FedResults

Jim's entire career has been in the high tech industry, as an engineer, corporate manager and leader. A graduate in Data Processing from Providence College in the late 60's, Jim spent the first dozen years of his career in public service with the State of Rhode Island and the Dept. of Transportation. Jim was a software developer, systems analyst, instructor, speaker, transportation consultant, project manager and COTR for DOT.

The next 20 years was as a leader in federal marketing and business development for hardware and software manufacturers, supporting those companies in capturing billions of dollars in federal contracts.

In 1997 Jim recognized a need for smaller companies needing support in developing and executing business development programs to capture federal business and he founded FedResults. FedResults has supported over 150 companies with innovative solutions that have found their way into federal agencies.

FedResults was sold in 2010. Jim continues to do personal federal market consulting on an individual basis to high tech companies and agencies with his JB Federal Consulting (www.jimbeaupre.com).

Jim speaks on federal technology, acquisition and federal marketing issues.

In his career Jim has been involved with AFCEA, NVTC, ITAA and other organizations but the American Council of Technology – Industry Advisory Council has always been special to him. After three years on the Executive Committee Jim was elected to the Chairman position which he holds today.

Jim is active locally supporting Teenage Driving Clinics and with his church in Herndon.

Jim resides in Virginia with his wife, has two sons and four grandsons.

January 2010 to Present Senior Consultant

October 1997 to December 2010 CEO/President FedResults, Inc. (formerly JB Cubed, Inc.)

1995-1996 Vice President Federal Systems Digital Equipment Corporation

1992-1995 Vice President Federal Systems, Legent Corporation

1989-1992 Vice President Federal Operations, Santa Cruz Operations

1979-1989 Vice President Federal Systems Group, Storage Technology Corporation

1970-1979 Department of Transportation