

Mike Mullen, Vice President, INDUS Corporation

Mike is INDUS' ultimate "utility player," having led both business development and operational functions over the past 15 years. He has the unique ability to absorb and make successful anything thrown his direction. Mike led INDUS' business development organization from start-up until INDUS emerged as a mid-size company approaching \$100 million in annual revenue. As part of INDUS' executive team, Mike is responsible for developing strategy and leading the execution of INDUS' top growth initiatives, including the expansion of INDUS' GSA business. Prior to this position, Mike led the operations and business development functions for INDUS' Homeland Security and Citizen Services Business Unit.

In addition to 17 years of business development and operations experience in Federal Government contracting, Mike has held various leadership positions within the Industry Advisory Council (IAC) over the last 11 years. He is the current Chair for IAC's Professional Development Advisory Committee; past Chair and Vice Chair of the IAC Partners Program (a leading IT professional development program); and was the past Chair of the IAC P3 (Partners Alumni) program. In addition, Mike served as the Chair of IAC's Emerging Technology SIG/Geospatial Committee and as the Chair of the Government CIO Liaison Committee/E-Gov Subcommittee.

Before joining INDUS, Mike held technical and management positions at Vigyan and American Science International. He holds a Bachelor's Degree from Radford University.

Mike enjoys spending free time coaching his daughter's soccer team. Between soccer seasons, Mike and his family enjoy skiing in the winter and the Outer Banks in the summer.