

# Bart Ferris

142 High St · Bristol, RI 02809

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## Professional Services Sales and Delivery Leadership

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Highly accomplished executive with significant leadership experience in Fortune 1000 organizations and in small, cutting edge startups. I am a proven leader with a military background and an entrepreneurial mindset. I align best with a team oriented organization focused on growth. Extensive leadership experience working with enterprise level, Fortune 500 customers in the Energy, Finance, Healthcare, Communications and Department of Defense both within the US and internationally.

### Core Competencies

- Revenue Generation
- Team Leadership
- P&L Management
- Customer Relationship Management
- HR Management
- Risk Management
- Strategic Planning

### PROFESSIONAL EXPERIENCE:

#### Federal Department of Transportation – Volpe Center

12/2024-Present

##### Program Analyst

- Internal consultancy providing innovative solutions to Federal, State and Local Transportation agencies

#### OpenText (formerly Micro Focus/HPE/HP/ArcSight) Cyber Security Professional Services

11/2010-12/2024

Director - Americas- Lead Professional Services Sales, Presales and Delivery for all aspects of Cyber Security business.

- Leader of Americas 40 person \$10M+ services sales and delivery organization that has successfully integrated numerous product pillars/brands during my tenure including the integration of Security Operations (ArcSight, Intersect and SOAR), Application Security (Fortify), Data Security (Voltage) and Identity Governance and Administration (NetIQ).
- Led 14% yearly growth in both sales and revenue over last 3+ years
- Reduced cost and increased margin from low of 4% to current 33%
- Delivered world class NPS scores of 80+ year over year
- Have held numerous positions within the Professional services organization including East Coast services manager, Americas PreSales leader, Global Cyber Security Leader and my current role as Cyber Security leader for the Americas.

**PrismTech****IT Products & Services****3/2009-11/2010**

**President & VP of Operations** – Woburn, MA - Led all aspects of the \$7 million US Operations of UK based middleware company operating under a Special Security Agreement (SSA) with the US Government.

- **P & L** – Established first time US operational budget and management structure. Successfully led right sizing efforts during FY 2009 economic downturn.
- **Sales** – Led sales growth of over 66% in extremely tough economic cycle. Led US sales team of 3 outside sales professionals and 1 insides sales representative. Developed and negotiated sales targets and commission plans. Jointly developed US sales strategy and budget with UK parent company.
- **Operations** – Eliminated excess cost and personnel to ensure sized appropriately to meet revenue and budget projections. Lead closure of 3 offices and the establishment of a new office. Was able to go from shut down decision to successfully up and running in a 2 week timeframe. Overall savings from the closure of the 3 offices was ~\$204K per year.
- **SSA** – Responsible for proper implementation of Special Security Agreement to include the hiring and management of the Facility Security Officer, handling of all ITAR and classified materials, establishment of all implementation and training materials and documentation and direct interface with the Defense Security Service.
- **Board of Directors** – Chairman of the Board of Directors for PSA. Set agenda, provided P & L, sales and operational reports as President of PSA, sat on the Government Security Committee (GSC).

**Wicked Good Company****Specialty Food Production****9/2006-2/2013**

**Partner/Founder** – Bristol, RI - Established a successful, fast growing gourmet, all natural food company specializing in gluten-free products. Brought to market 13 products from September of 2006 through 2008 from conception through distribution. Led sales efforts that added over 400 stores in 1 ½ years that carry the Wicked Natural product line including Whole Foods and Roche Bros. Overall sales increase of 45% in same Quarter sales while holding expense increases to 25%. Maintained zero increase in the COGS in same quarter comparison of Q1 FY07 to Q1 FY08 despite adding 5 additional products. Created and trademarked Wicked Natural ® brand, developed a 10 member demonstration team that conducts up to 10 demonstrations a week throughout New England.

**Computer Associates (CA)****Enterprise Cyber Security Professional Services****4/2005-6/2006**

**Vice President, Security Delivery** – Framingham, MA - Led \$25M+ Security Services team including P & L responsibility for all eTrust Security products within the eastern US.

- **Business Integration** – Key member of Security Services leadership team that designed and implemented the organizational foundation of Security Services within the overall CA services organization after the acquisition of Netegrity by CA. Led the Eastern Region of Security Services to the leadership position in services sales growth throughout the services organization within CA.
- **P&L** – Led leadership team in sales and management of professional services that exceeded revenue goals in its first year of existence with over \$20M in revenue and \$25M in bookings with 4 VP and Director level direct reports and 50 overall personnel spread across the Eastern half of the United States and Texas.

**Netegrity, Inc.**  
**4/2001-3/2005**

**Enterprise Cyber Security Professional Services**

**Director WW Professional Services** - Waltham, MA - Led 30 member team responsible for product development/delivery, customer management, new business development, successful sales closure, personnel management and engagement P&L for \$12M Professional Services business. Led corporate strategy development and technology implementation. Exceeded all revenue goals by using this unique approach where revenues in professional services developed product sales (not services) went from zero in 2001 to in excess of \$5M per year by the end of 2004. By end of 2004 had established 21 viable products for sale

**KPMG Consulting**  
**12/1995-3/2001**

**Business Management Consulting**

**Senior Manager** - St. Louis, MO/Honolulu, HI/Newport, RI - Led various teams responsible for product development/delivery, customer management, new business development, personnel management and engagement P&L. Led strategic initiatives for customers including Balanced Scorecard, eBusiness, Activity Based Costing, and integration management.

**United States Navy**  
**5/1989-12/1995**

**Military Leadership/Operations**

**Commissioned Officer** - Newport, RI - Ranked #1 of 5 division officers during operational tour and selected as Course Coordinator during staff tour. Fulfilled a variety of operational, tactical and instructional leadership positions to support the maintenance and deployment of major weapon and engineering systems. Operational qualifications earned required a demonstrated thorough understanding and articulation of equipment technology, mission, strategy, and tactics.

**EDUCATION:**

University of Missouri - BA- Political Science - 1989

- Naval ROTC Scholarship (Full/4 Year)

CISSP - July 2014