



**THE  
CLIENT**

## Systems Integration Firm

One of the Mid-Atlantic's leading systems integration firms with a large Federal practice was looking to expand its presence to support the Federal agencies with their Cyber initiatives.



**THE  
TECHNOLOGY**

- Cyber
- FISMA
- Risk Management
- DIACAP
- NIST 800 series
- Revenue goals



**THE  
CHALLENGE**

Since the firm was expanding its presence in the Cyber space, they were looking to hire candidates that were classic consultants, served as subject matter experts and carried revenue goals. Knowledge and experience in FISMA/ Risk Management Framework/ DIACAP/ NIST 800 series standards were expected, and carried additional responsibility to build a book of business in the \$5-10 MM range.



**THE  
SOLUTION**

The firm approached, Rich Dobyms (currently Director, Strategic Solutions at The Squires Group) to help them staff the team with the right technology, consulting and business development background to lay the foundation for new business in the Federal Cyber initiatives space.

Rich, through active networking and recruiting, identified several staff members at the Senior Associate level that played a key role in developing the new

business for the firm. Rich worked closely with Principal level Cyber executives and was involved in all phases of hiring at this level.



**THE  
SUCCESS**

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As a result of the contributions by the Senior Associate level team, the firm established itself as a significant player in the Federal, Department of Defense, and Intelligence Cyber sectors.