

Dr. L. John Hoover, Ph.D

1. Summary

Dr. Hoover has more than forty years of experience with Strategic/Business Planning and Senior Operations Management in the public and private sectors. He has held senior management (President and Vice-President of PRC subsidiary) positions with major consulting firms and contract research organizations (e.g., Argonne National Laboratory). He has operational experience managing organizations with over 300 people. In addition, he has served as a corporate office for start-up firms and firms with revenues of \$700 million. He served in leadership positions at Argonne National Laboratory as Director of Washington Operations and Director Technology Assessment. His Public sector experience includes energy, environment, defense, research laboratories, and information technology. His Private sector experience in Utility Industry, Financial Services (e.g., Fannie Mae, Citibank), Venture Capital (e.g., White Box Advisors), and Defense Contractors (e.g., Lockheed Martin).

2. Expertise and Summary:

- Thirty Years Executive Management in Public-Sector, Private-Sector Corporations
 - Utility Experience
 - DOE, EPA and DOD Experience
- Venture Capital Firms-5 Years
- 5 Years Financial Services Industry-Citibank, American Express, Fannie Mae
- 15 Years National Laboratory Experience
- Thirty Years Strategic/Business Planning
- Forty Years Project Management-from \$1m to \$20m Firm Fixed Price
- Ten years Lecturer in technology, business, and project management on the College level
- Senior Level Management and Operations at Defense Contractors-e.g., PRC, ATI
- 30 Years senior level Operations, Management and Marketing experience for Public and Private Businesses

3. Education:

- BS, Engineering Science, Advanced Program, Graduated Cum Laude, Penn State University, 1964
- Ph.D., Nuclear Engineering, Penn State University, 1968

- Applied Psychological Associates, Dimensional Management Training, 1985
- Harbridge House (Boston, MA), Strategic Thinking for Executives, 1983

4. Certifications/Affiliations/Instruction Experience:

- Guest Lecturer, George Mason University, Business Planning, 2002
- Instructor, George Mason University, Office of Continuing Professional Education, Project Management, 2003 – present
- Instructor, University of Maryland and Catholic University, Project Management, 2001-2002
- Advisory Council, College of Engineering, Penn State University, 1995-2000
- Congressional Testimony, Advanced Energy Systems
- Advisor/Consultant, International Systems Analysis Institute, Vienna, Austria

President, Business Performance Group – Founder and President of Business Performance Group, a firm focused on improving performance for public and private sector enterprises by supporting strategic/business planning, business capture and project management.

Dr. Hoover conducted independent consulting and assisted in forming several new ventures. He also assisted in evaluating work management solutions (Carolina Power and Light), ERP solutions (AT Massey), business intelligence solutions (Fannie Mae), developed strategy for diverse businesses (PC based GIS solutions, and image technology solutions for the utility industry), and participated in technology evaluation, market assessments and strategy-operations analysis for start-up, mid-sized and large corporations. Dr. Hoover built a business intelligence and knowledge management practice for CMS, a \$40 million government contractor. Within six months, he led the sales efforts to develop work with major clients such as American Express and Citibank. He developed the company's approach to implementing Business Intelligence and Knowledge Management solutions. He assisted in preparing a winning proposal to develop a Regulatory Portal for the DOE's Fernald facility.

Argonne National Laboratory (1990-1993), Director Washington Office - Dr. Hoover served as Director of the Washington Office for this 4,000 person laboratory. His specific focus was management of the Washington operations. He was responsible for developing winning technology development and regulatory proposals. Dr. Hoover led the initiation of the TechCon Program to rapidly bring new commercial technology into the Department of Energy (DOE) cleanup program. This program received ten years of funding for innovativeness and success in leveraging private sector technology capabilities. He served on the strategic committee (DOE) to evaluate alternative approaches to commercializing government technology.

Litton PRC (ATESI: Subsidiary of Advanced Technology and PRC (1982 – 1990) – Dr. Hoover served as Operation Center Director, then Vice President and President of the ATESI subsidiary. Dr. Hoover was a leader in building this subsidiary from a base with annual revenues of \$1 million to over \$30 million in

annual revenue from electric utilities, water utilities, chemical industry and government. ATESI's focus was to acquire commercial business leveraging the public sector credentials of Advanced Technology and PRC. This group provided engineering, maintenance management, information technology and training services. He led development of pattern recognition technology to reduce equipment failure and implementation of Reliability Centered Maintenance Programs at electric utilities. He marketed, sold and directed a Monitoring & Diagnostic Center for EPRI. He then directed ATESI's efforts to win government services contracts.

EIA, Inc. (1980 - 1982), Senior Vice President - Developed technology and regulatory assessment capability. Built a team (sales of \$2.5 million) providing consulting services to electric utilities, metals and coal industry, and the public sector.

Argonne National Laboratory (1968 – 1980), Associate Division Director - Initiated, developed and managed a nationally recognized group which conducted interdisciplinary assessments of technology. Develop first decision analysis capability at a national laboratory.

Dr. Hoover earned his B.S. degree (cum laude) in Engineering Mechanics and Ph.D. degree in Nuclear Engineering from the Pennsylvania State University (1968). He has served in advisory positions to the Penn State Industrial and Professional Advisory Council (1997-1999), Department of Energy Task Force on Technology Deployment (1998-1999) and to State of Virginia Joint Commission on Technology (1998-2000). Over the last five years, Dr. Hoover has been certified in various Knowledge Management solutions and tools. He is a certified project manager-PMP.