



## Citizant Hires Clifford Lowrie to Lead Defense Division

*Former Northrop Grumman Executive Brings DoD Program Management, Solutions Delivery, and Business Development Experience to Division Director Position*

**CHANTILLY, Va., February 4, 2009** — Citizant, one of the Washington region's leading providers of government professional technical solutions, today announced that 15 year Northrop Grumman veteran Clifford Lowrie will lead the company's Department of Defense (DoD) Division.

As the Defense Division Director, Lowrie is responsible for the successful delivery of current DoD service engagements and the overall growth of the division. He will offer strategic direction to the team that is working on critical infrastructure and operations programs throughout the defense industry. Citizant's federal defense customers include the Defense Information Systems Agency (DISA), Defense Logistics Agency, Defense Finance and Accounting Service, Office of the Secretary of Defense, U.S. Air Force, and U.S. Navy. Citizant is an SAIC protégé in the DISA Mentor Protégé Program.

"We continue to seek out exceptional Division Directors who combine solid technical and program management experience with strong business acumen – Clifford is a perfect example of this combination," said Citizant CEO and co-founder, Raymond Roberts. "His intricate knowledge of defense systems and policies combined with the ability to discover new opportunities and open doors make him the perfect addition to our leadership team."

"Clifford has the expertise managing large-scale projects and delivery teams that we need as the company scales to target larger customer engagements and execute our acquisition strategy. Citizant has a history of delivering excellent results for its customers within the DoD and Clifford has the exact skill set we need to continue to help the government better serve the warfighter, while expanding our presence within Defense organizations," concluded Roberts.

Lowrie joins Citizant following 15 years at Northrop Grumman. Most recently, he served as the Growth Manager for the company's DoD Business Process Solutions Division, which consists of 175 staff in nine locations and \$42 million in annual revenue. In this role, Lowrie focused on bridging the gap between sales and operations to ensure consistent technology applications and successful business engagements. This included responsibility for division strategy and growth, business development, and the team leading business re-engineering initiatives for the DoD and the Intel community.

Prior to transferring to the DoD/Intel Solutions Area, Lowrie helped grow the Federal Agencies Solutions group by building out the infrastructure required to capture new business and expand existing contracts. He increased organizational efficiency by standardizing tools and instituting disciplined capture and proposal processes. He was also responsible for program management oversight of a \$90 million BPA for deploying the electronic Official Personnel Folder (eOPF) system for the Office of Personnel Management. He led a team of 40 people, managed budgets using Earned Value Methodology in compliance with OMB standards and reporting, and interfaced with 40 federal agencies. These combined efforts resulted in 300 percent program growth in 18 months.

Previously, Lowrie also spent eight years supporting the Document Automation and Production Service (DAPS) and the Defense Finance Accounting Service. He managed multiple projects and teams while helping several DoD agencies manage their electronic systems surrounding the DoD contract life cycle and payment process. He started with a single program valued at \$600,000 and developed it into eight different programs with annual revenues in excess of \$10 million.

Lowrie started his career as a nuclear design engineer for the SEAWOLF submarine, while being the onsite liaison to the Naval Sea Systems Command in Washington, DC, for General Dynamics. He is a graduate of the United States Merchant Marine Academy and was a Lieutenant in the U.S. Naval Reserves, sailing aboard the USS Cook and La Moure County as a Surface Warfare Officer.



"I share Citizant's customer-driven approach and I am impressed with the company's track record of providing measurable results and exceptional service," commented Lowrie. "Citizant has a history of helping DoD agencies better achieve their missions – from modernizing the Financial and Air Clearance Transportation System (FACTS) for speeding supply delivery to our troops to developing a new platform for re-engineering the defense acquisition rulemaking processes. Citizant's entire Defense Division is committed to delivering solutions that ultimately support our warfighters and I look forward to collaborating with the team to expand our presence within the defense sector."

**About Citizant**

Citizant partners with government organizations to develop forward-thinking business and technology solutions that create a better future for all citizens. Citizant specializes in enterprise architecture, custom application development and program management support. Citizant is ISO 9001:2000 certified and has been independently appraised at SEI CMMI Maturity Level 3. Citizant is a fast-growing, woman-owned 8(a) business headquartered in Chantilly, Va., with an office in Washington, D.C. More information about the company is available at [www.citizant.com](http://www.citizant.com).

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