

Michael Schneider

Managing Director, Orals & GSA AAS Practice



Mr. Michael Schneider is a seasoned business executive with a wealth of experience in government and commercial management. He has over 25 years of expertise in areas such as public speaking, coaching, business development, strategic account management, proposal writing, product development, contract management, complex negotiations, risk management, PMO operations, project/program management, and service delivery. He has a diverse background across various industries, service offerings, emerging technologies, and levels of government including federal, state, and local. His unique blend of experience allows him to effectively navigate strategic and tactical concerns between the public and private sectors.

Prior to joining Deep Water Point & Associates, Mr. Schneider was a vice president at Wolf Den Associates, where he was responsible for leading the company's clients' most strategic growth initiatives. He has a wealth of experience, having worked in government, consulting, technical, and business fields. In his current role, Mr. Schneider manages the orals practice, supporting a wide range of orals formats, including FEDSIM, and provides support for complex engagements such as capture and proposal, as well as management consulting and strategic planning.

Previously, Mr. Schneider founded and ran a 20-person GovCon consultancy that helped government contractors pursue and deliver public-sector programs at the federal, state, local, and international levels. He supervised operations, revenue growth, business strategy, service delivery, and quality assurance. Under his leadership, the company helped clients win over \$4B in direct contract awards and conceptualize solutions for a number of Fortune 200 companies.

Mr. Schneider has also held various leadership positions throughout his career. He served as the PMO VP and CDC Program Manager at RN Solutions, where he was responsible for supporting HHS' Grant Solutions, one of the three centers of excellence for government grants. In this role, he was able to recover a failing PMO and lead a team of 180 individuals. Additionally, Mr. Schneider held positions at NBC Corporate/General Electric, where he was a member of the M&A team for the purchase of the Weather Channel and led CSC's State and Local Enterprise Solutions and Healthcare contracting team. He also negotiated the first two cloud computing deals in the government marketplace with the City of Los Angeles and State of California.

Mr. Schneider holds a BA from University of Maryland Baltimore County (UMBC), where he majored in political science/pre-law and double minored in Soviet foreign policy and Middle East international relations. He also holds executive and graduate certificates from Harvard Business School, University of Maryland Smith School of Business, Clark School of Engineering, and the University of Virginia Darden School of Business.

