

# **CNSI Realigns its Federal Business Division**

Gaithersburg, MD – CNSI announced today, that earlier this year the company's executive management team realigned the company's Federal Business Division to enhance focus in the DOD market and better posture the company for future growth. This realignment included Cass Panciocco joining CNSI as President of the Federal Programs Division to manage business development and solutions for this market.

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Prior to CNSI, Cass held executive management positions with various government contractors, most notably as Chief Operating Officer at RS Information Systems and, following its acquisition as Group President of Wyle Information Systems, where he managed business within the Department of Defense (DOD); Office of Naval Research (ONR); Defense Advanced Research Projects Agency (DARPA); Department of Veterans Affairs (VA); Federal Aviation Administration (FAA); National Aeronautics and Space Administration (NASA); and National Oceanic and Atmospheric Administration (NOAA). Cass began his career as an Analyst for the National Security Agency (NSA).As

part of this realignment, Chuck Hall also joined CNSI as Vice President of Business Development. Chuck comes with over 25 years of senior level management experience in operations, marketing, and capture management in Department of Defense, Department of State, and the private sector. He formerly held the position of Director of Business Development and Strategic Initiatives for a VOSB (Veteran Owned Small Business) in Chesapeake, VA; prior to which, he held senior level positions at Wyle Information Systems and Signal Corporation. "Chuck's past success in both organic growth and clientele diversification are going to be a key success factor in our growth strategy" announced Cass.

CNSI is already seeing growth and diversification from this realignment. The company recently won a task order to provide a wide range of engineering, technical, research and emergent support activities on the Relocatable Over the Horizon Radar (ROTHR) reconnaissance system. The end customer for this project is the US Navy and the purpose of ROTHR is to prevent entry of false or illegal goods into the US. Work on this project began in May 2011 and CNSI is in the process of opening up a new project facility in Chesapeake (VA) facility within the next few weeks. In addition, CNSI has also recently won a prime award for the Navy SeaPort-e ID/IQ contract. As part of this contract the company has been awarded all seven zones and twenty two functional areas across various IT and Engineering Services. "We now look forward to positioning CNSI for prime US Navy contract opportunities" said Cass Panciocco.

## **About CNSI**

CNSI is a leading provider of technology-enabled solutions that accelerate business transformation. CNSI partners with its clients to align, build, and manage a continuum of technology solutions that improve process efficiencies and streamline operations. Our professionals have built a reputation for understanding what it takes to help clients align IT with their mission and business objectives. As the

industry's preeminent supplier of Medicaid replacement systems, CNSI has a unique combination of healthcare competency and the technology expertise needed to develop and host very large-scale transaction processing systems. CNSI has established itself as an innovative provider of web-centric healthcare solutions that leverage the latest technologies. For more information, please visit [www.cns-inc.com](http://www.cns-inc.com). ###