



Manufacturers Services Associates, Inc.  
Business Development Consulting

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### Professional Biography

#### **Martino (Mark) D. Nolletti** President / CEO

Martino (Mark) D. Nolletti is President of Manufacturers Services Associates Inc. (MSA) in Aberdeen, Maryland. He has over 30 years experience as a manufacturer's representative and management consultant supporting defense contractors doing business with Army Team C5ISR organizations at Aberdeen Proving Ground (APG), Maryland.

Mark joined MSA in 1982 and became a respected member of the industrial C4ISR representative community at Fort Monmouth. Mark's C4ISR expertise focuses on business development for private sector service providers, providing an effective liaison with C4ISR government, military personnel and contractors assigned to the C4ISR mission.

MSA moved to Aberdeen, Maryland in October 2009 as the US Army Team C4ISR mission moved from Fort Monmouth to Aberdeen Proving Ground in accordance with the 2005 Congressional BRAC.

Mark deals with the following daily:

- RFI, pre-solicitation notices, DRFP, RFP, release notifications
- Research and Development requirements and trends
- Planned procurements for current and future years
- Support of contractor proposal strategies, including teaming and messaging
- Force structure transition planning
- Annual budget (POM's forecast)
- Congressional Plus-Up plans / support
- Small Business Innovative Research (SBIR)
- CRADA (Creative Research And Development Agreements)
- Value Engineering Change Proposals (VECP)
- Department of Army Pentagon interface
- Representation at CECOM organizations: Army Team C4ISR, PEO, PM, PDM and Army Contracting Command, Aberdeen Proving Ground, (ACC-APG).
- Conference and trade show attendance and reporting.
- Small Business services
- Logistics plans and support
- Sustainment support

## **Current Professional Experience / Activity**

**President, Manufacturers Representative, and Management Consultant** at Manufacturers Services Associates Inc. (MSA) in Aberdeen, Maryland.

Provides services to clients at Aberdeen Proving Ground (APG), Maryland and Fort Belvoir, Virginia.

Monitors planning, budgeting, requirements and mission of the Army Team C4ISR organizations that function at Aberdeen Proving Ground (APG) and Fort Belvoir.

Advises clients of business opportunities, call for papers, symposiums, seminars and conference schedules, Broad Agency Announcements (BAA), Advanced Technology Demonstrations, market conditions, competitive data, and other relevant data for business planning.

Contributes in every facet of consultant's activity for MSA's clients and often joins clients Field Service Organizations to be involved in fielding client products during DT and OT testing.

## **Professional Affiliations**

Past President, Industrial Representatives Association (IRA)

Past President, APG Susquehanna Chapter AOC

Treasurer, Field Artillery Association APG Chapter

The Aberdeen Chapter Association of the United States Army (AUSA)

The Aberdeen Chapter Armed Forces Communications and Electronics Association  
(AFCEA)  
Mid Atlantic Chapter, Army Aviation Association of America (AAAA)