

FREDERICK WINTERS

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TAMPA BAY AREA

SENIOR OPERATIONS EXECUTIVE

STRATEGIC LEADERSHIP | BUSINESS PLANNING & DEVELOPMENT

Dynamic, innovative and results-driven leader with over 35 years of progressive leadership, team building and operations experience, highlighted by distinguished 22 year military career. Goal oriented with a consistent record of exceeding standards and expectations. Five years plus experience in Consequence Management, Humanitarian Assistance, and Disaster Relief Operations at the multi-national, interagency agency and NGO/PVO levels. Outstanding communication, presentation, negotiation and sales skills combined with a unique ability to forcefully but diplomatically get the point across. Excels under pressure and in high stress environments.

AREAS OF EXPERTISE

Strategic/Contingency Planning & Tactical Execution – Consequence Management, Humanitarian Assistance and Disaster Relief Operations – Information Management Systems Design – Exercise Design and Management – Training – Operations & Risk Management – New Business Development – Product Development & Management – Team Leadership – Market Launch & Penetration– International Business – Mergers & Strategic Partnerships – Project Management– Consulting

PROFESSIONAL EXPERIENCE

INDEPENDENT CONTRACTOR/CONSULTANT Business Development 2001 to Present
Focusing on start-ups or restructuring existing companies looking to expand. Focused on identification or development of core capabilities, competitive edge, market penetration plan as well as designing systems that enabled clients to quantify, analyze and predict future performance, establishing strategic alliances/relationships that provide synergistic advantage with regard to speed and flexibility in market penetration, as well as long-term success.

CUSTOM ELECTRONICS, INC. – Oneonta, NY 2018 to Present
Designs, manufactures and supports a wide variety of specialized, high-quality capacitors, electronic assemblies and sub-assemblies for the Department of Defense, Tier 1 suppliers, Prime Contractors, Sub-Contractors and the global commercial and medical markets.

PRESIDENT, POWER & ENERGY SOLUTIONS DIVISION

Strategic business leadership role in the market expansion of the company and establishment of a completely new division focused providing completed solutions in the resilient and sustainable energy industries based upon a modular integrated systems design approach.

Leverage knowledge of military/government operations to drive development of products for defense, disaster relief, film & entertainment and expeditionary energy industries.

VET VENTURES, LLC – Las Vegas, NV 2014 to Present
A systems design and integration based solutions provided focused Lithium based energy storage industry.

FOUNDER & PRESIDENT

Driving force in support of the engineering design team's development of a proprietary Patent Pending integrable Battery Management System (iBMS) and a series of proprietary scalable energy storage systems. Developed the business model and plan for the deployment, sales, installation and servicing of these systems via Veteran-based small and medium-sized businesses.

- Resulted in a joint venture with Custom Electronics and the formation of the Power & Energy Solutions Division.

PROFESSIONAL EXPERIENCE CONT'D...

REV-TEC, CORP – Las Vegas, NV

2011 to 2015

A systems design and integration based business development company focused on energy storage systems and electric task oriented vehicles industries.

DIRECTOR OF BUSINESS DEVELOPMENT

Strategic business leadership role, providing structuring, strategic planning and business development functions through start-up phase to production. Defining product vision and spearheading strategies to develop and expand proprietary Lithium battery based technology line and drive company into new business areas. Envision and capitalize on potential avenues for revenue growth, such as scalable expeditionary energy storage systems. Build relationships with targeted client base and forge strategic alliances. Perform detailed analysis, negotiations, and contract proposals for new business. Provide competitive analysis and develop compelling marketing presentations, including new materials and strategies.

- Played integral role in development of a line of proprietary scalable energy storage systems.
- Led the business from start up R&D shop to a \$10M valuation as an early stage manufacturing operation.

R.O.E ENVIRONMENTAL VENTURES, LLC – Brick, NJ

2009 to 2011

A systems design and integration based solutions provider in the environmentally conscious and energy efficient infrastructure technologies industry.

DIRECTOR OF BUSINESS DEVELOPMENT

Provided business development and strategic planning services in support of the company's formation and expansion. Focus was on developing scalable integrated system solutions and identification of emerging technologies that would provided a synergistic advantage. Crafted acquisition strategies to drive ongoing growth and business development. Identified targeted companies and evaluated feasibility of business expansion through acquisition. Acted as liaison to interpret key business data and produce strategic analysis. Adeptly led execution of due diligence, detailed valuations, negotiations in order to drive critical decision making.

- Successfully identified target companies and developed the merger and acquisition plans.
 - Resulted in the formation of Rev-TEC, Corp and ROE Environmental Ventures being acquired for \$5M.

VECORDER TECHNOLOGIES, CORP. – Manassas, VA

February 2009 to November 2009

A human performance analysis and training systems design company focused on Department of Defense related projects.

CONSULTANT, TACTICAL DIVISION

Subject Matter Expert for Urban Warfare Training Assessment and Performance Analysis. Provided direct oversight of all training operations for the U.S. Armed Forces and Governmental Security/Law Enforcement Personnel, as well as all company owned training centers and government training sites in order to enhance efficiency and expand program.

- Proposed significant program enhancement and expansion that was accepted by USAF and approved by GSA significantly enhancing revenue.

NU POW'R, LLC – Las Vegas, NV

2002 to 2009

A systems design company focused on the energy storage and electric propulsion systems industry

DIRECTOR OF BUSINESS DEVELOPMENT

Provided business development and strategic planning services in support of the company's start-up and expansion. On a work for hire basis the company developed several proprietary application specific Lithium based energy storage and electric propulsion systems for use in land vehicles and marine products.

- Oversaw the development of a [patent pending](#) energy management system for large format lithium battery technology and a proprietary energy storage system solution based upon the same.

PROFESSIONAL EXPERIENCE CONT'D...

TELEVEND INCORPORATED – Israel/USA

2000 to 2001

*A mobile commerce technology company based in Israel.***CHIEF EXECUTIVE OFFICER**

Strategic leadership role during the company's restructuring, taking it from a technology sales based company to a service provider based upon proprietary technology. Primary focus during this re-launch stage was on developing business strategies and financing. Designed company's primary revenue model, pilot project strategy, and market entry plan.

- Established strategic alliances, which supported the business model and provided the company with instant access to millions of potential customers.

THE UNITED STATES MARINE CORPS.**1978 to 2000****EXECUTIVE OFFICER (COO), 11th MARINE EXPEDITIONARY UNIT, SPECIAL OPERATIONS CAPABLE,** (1998 to 2000)

Designed and implemented multi-national coordination center for operations throughout the Arabian Gulf Region that resulted in greatly expanded host nation participation and US access. Coordinated all operational issues with the US Department of State and foreign governments. Supervised all Administration, Intelligence, Operations, Logistics, and Communications for this 2,200-person unit.

- **OPERATION STABILIZE:** Led and supervised liaison team to the US Forces Headquarters, International Forces East Timor. Established future operations board to coordinate/ consolidate heavy helicopter and surface lifts movements in support of Non-Governmental Organizations and multinational forces, greatly enhancing the amount of support provided by US forces. Separately tracked and captured costs of all missions conducted in support of Department of State's contribution to the operation.

OPERATIONS OFFICER, 11th MARINE EXPEDITIONARY UNIT, SPECIAL OPERATIONS CAPABLE, (1997 to 1998)

Developed, coordinated, and supervised strategy, operations, and training for 2,200-person unit. Planned largest combined joint live fire exercise ever conducted in Jordan (4,000 combined forces personnel). Designed innovative information management system and tools that significantly enhanced time critical decision-making.

- **OPERATION SAFE DEPARTURE:** Led operational planning team and coordinated execution of mission with higher headquarters, Department of State, and recovery forces during the evacuation of designated personnel from Eritrea.

OPERATIONS OFFICER, 1ST MARINE EXPEDITIONARY FORCE, (1994 to 1997)

Planned all Maritime Preposition Force (MPF) operations and exercises for Marine Corps' largest operational command (45,000 people). Credited with having been the catalyst and driving force behind dramatic increase in visibility and operational focus of the MPF program Marine Corps wide. Lead planner for US Central Command's first Combined Joint Task Force Field Training Exercise conducted in Qatar (2,500 people, ten million dollar plus budget). Planned and developed innovative scenario concept based on a CINCCENT OPlan for the largest biennial amphibious exercise conducted by the Marine Corps.

Consequence Management (CM)

Participated in CM exercises in US, European, Pacific and Central Commands' areas of responsibility. Led planning for first US Central Command, dual Joint Task Force (JTF) CM exercise. Served as JTF-CM liaison to Crisis Response JTF. Developed and supervised CM education/ training syllabus for 1st Marine Division Staff to assume command as Joint Task Force- CM.

- Researched and wrote the CM planning directive adopted for use by US Central Command and US Pacific Command.
- Identified requirement for CINC level Command and Control plan for CM operations involving dual JTFs.
- Outlined requirements for CINC level information management plan to support simultaneous parallel planning dictated by dual JTF environment.

COMMANDING OFFICER (CEO), MARINE CORPS RECRUITING STATION, Sacramento, CA (1990 to 1993)

Led a 96 person sales force that covered a 122,000 sq. mi. territory. Managed approximately \$1.5M administrative budget.

- Awarded top producing Recruiting Station in the Nation, 1990 and exceeded annual shipping quota thereafter.
- Increased quality standards of recruits shipped to training annually.

PROFESSIONAL EXPERIENCE CONT'D...

INSPECTOR-INSTRUCTOR, WEAPONS CO., 3rd BATTALION, 23rd MARINES, Baton Rouge, LA (1987 to 1990)

Commanded a 160-person unit. Responsible for training, equipping, manning, mobilization preparedness and operational readiness. Managed over \$2.7 million in vehicles, weapons, and equipment.

- Selected to develop and implement raid operations and all crew-served weapons training for entire battalion.
- Exceeding all required standards, qualified for the Commanding General's Certificate for Mobilization Preparedness.

COMPANY COMMANDER, RIFLE CO., 2nd MARINE REGIMENT, Camp Lejeune, NC (1984 to 1987)

Led, trained, and insured operational readiness of a 181- man infantry company. Developed and implemented battalion training programs for arctic warfare, raids and counter/anti-terrorist operations.

- Established and Commanded the Regiment's first standing Raid Force.

OFFICER SELECTION OFFICER, US MARINE CORPS RECRUITING STATION, Kansas City, MO (1980 to 1983)

Controlled all resources assigned (equipment, facilities, finances and personnel) in support of officer recruiting within the northern 2/3 of Kansas. Increased production and quality standards annually.

- Turned failing station/region into one of the top producing stations within the 8th Marine Corps District
- Personally recruited and shipped 52 qualified Officer Candidates to USMC's Officer Candidate School in a single year.

INFANTRY COMMANDER, 2ND BATTALION, 4TH MARINE REGIMENT, Okinawa, Japan (1979 to 1980)

Commanded 43-person Rifle Platoon and 84-person Mortar Platoon. Trained "Super Squad": Placed 1st in Regiment, 3rd Marine Corps-wide. Selected to be reaction force commander in support of President Carter's visit to Japan during 1979.

- Awarded The Navy Marine Corps Medal for Heroism

EDUCATION

AUSTRALIAN COMMAND & STAFF COLLEGE, Queenscliff, Australia (1993-1994)

Australian Graduate Diploma in Management Studies: Eleven-month graduate - level school covering strategy, operations, leadership, and communications skills (written and oral).

- Only one Marine Corps Officer selected to attend per year.

THE CITADEL, Charleston, SC (1974-1978)

Bachelor of Arts Degree in English: President's List, Dean's List, Distinguished Naval Student, Commandant's List.

AWARDS & SPECIAL RECOGNITIONS

Legion of Merit Medal, Navy and Marine Corps Medal, Meritorious Service Medal, Navy Achievement Medal