

Thomas A. Finn
Strategic Programs Manager
North Carolina Military Business Center



Thomas “Mickey” Finn has served as the Strategic Programs Consultant of the North Carolina Military Business Center (NCMBC) since January 14, 2009.

The job of the Strategic Programs Manager is to assist small businesses in winning Federal Business opportunities and thereby growing their companies. To reach that goal, he is responsible to plan, coordinate, execute and continuously evaluate all activities of the North Carolina Military Business Center’s Future Opportunities and Subcontracting Initiatives; identify, engage, preposition and assist North Carolina companies to win future (not yet released) prime contracting opportunities, develop and win sub-contracting opportunities, and to build defense contractor business capacity in North Carolina

With a thorough background as a Small Business owner and working for major Federal Prime Contractors in positions of Sales, Business Development and Capture Management coupled with current activities in North Carolina of seeking out small businesses, arranging partnerships with prime contractors, teaching business development skills and business practices necessary for success in the Federal Market, Mr. Finn is uniquely qualified to manage this Small Business Teaming Pilot Program

Born in Pensacola, Fl. to a USMC family, Mickey graduated from The Virginia Military Institute in Lexington, VA on June 13, 1965 with a BA in History. He served the USMCR from 1961 to 1972 when he was released as a Captain.

Prior to joining the NCMBC in 2009, Mickey was the Army Business Development Manager for Harris Information Technology Systems at its headquarters in Loudoun, VA. In this capacity, he established the Army business opportunity pipeline for the company, briefed senior management on each program and located small business and other teaming partners as needed for each opportunity.

Prior to joining Harris, Mickey served as Business Development and Capture Manager for the USMC Programs office of General Dynamics Information Management near Quantico, VA. In that position he set office policy and procedures for Business Development, trained Project Managers in growth of their project, managed all business development activities for the GDIT USMC business sector. He served as Capture Manager for the bid effort for CNTPO, a \$5B IDIQ opportunity and was responsible for all subcontracting teaming arrangements for the bid as well as for other opportunities.

For five years Mickey was a Senior Sales Manager for CACI Federal in Chantilly, VA. In that position he was responsible for opening nine new accounts in the Army and Air Force for custom software application programming in support of personnel and financial functions in both services. In meeting those objectives he often selected small business partners to team with CACI on the projects.

In the one year prior to joining CACI Federal Mickey was employed by Arcbridge Consulting, a minority woman owned small business. He bid and one two GSA Schedule contracts for the company's software and programming services offerings while making initial sales to the Air Force and local government sales. Mickey successfully negotiated and managed teaming the company with prime contractors in support of the Bureau of the Census.

In 1981 after serving as the Director of Federal Sales for CPT Corporation, a small business manufacturer of Word Processors, Mickey founded his own business, Information Management Associates, Inc., an IT Systems Integrator to the Navy and FEMA as well as lawyers, accounting firms and regional banks supplying a complete line of hardware, software, systems design, installation, maintenance and training services featuring CPT, HP, Compaq and Microsoft products. He closed the Leesburg, VA based company in December 2000.