



## Timothy D. Fritz

I function in a dual role capacity within AzTech International as both a Program Management & Earned Value (EV) Consultant / Engagement Manager within our client base and as the Business Development Director for the company.

Supporting AzTech as an EV / PM Consultant, I am involved in planning, execution, and baseline analysis for multiple contractors and Government Agencies. Fully conversant in Earned Value Management (EVM) and scheduling concepts, I am an accomplished user of MS Project, Primavera P6, and I am experienced in EVM analysis and schedule development. I have supported contractor compliance with the EIA EVM guidelines. I am a capable cost and schedule integration analyst adept at evaluating discrepancies for Integrated Master Schedule (IMS) and Data Driven Analysis. I have helped organizations build schedules, train key personnel, and prepare for Progress Assessment Visits (PAVs), Schedule Risk Assessments (SRAs), IMS Assessments, Compliance and Surveillance Reviews, and Integrated Baseline Reviews (IBRs). For a comprehensive overview of consulting support, please click [here](#).

In parallel, I also support strategic and business development for the entire AzTech organization through collaboration with the Operations, Finance, and Marketing / Branding. I work with both mid-level and executive level client prospects utilizing strategic approaches and pitches to convince potential clients of AzTech's value within their organization. Internally, I provide a bridge between junior and senior staff, reporting directly to the President and CFO for both strategic planning and technical matters.

Responsibilities include:

- **New Business Development:** Client prospecting, initial contact, rapport building, objections and clarifications, proposal generation, contract negotiation, and joint business relationships, pipeline generation, sales and deal closure
- **Client Retention:** Foster ongoing client relationships, introduce new solutions (services and tools), providing added value to the organization, client in / out briefs, renegotiation, contractual clarification, and client liaison / engagement leadership
- **Branding and Marketing:** Ensuring all outward facing solutions provide clear and professional articulation, website and brand management, social media / blog oversight, visual brand generation (videos, imagery, logos), measuring key marketing performance indicators
- **Exposure:** Client face of the organization, industry working groups, client networking / collaboration

I volunteer and support Project Management industry groups within the Government Defense and Energy sectors, and commercial industry. I am an active member in the National Defense Industry Association – Integrated Program Management Division (NDIA IPMD) supporting both the Program Management and Planning and Scheduling Working Groups and engage the AzTech team in updating industry guides such as the Planning and Scheduling Excellence Guide (PASEG). I recently supported a joint collaboration project between NDIA and CPM to publish an online, interactive EV Timeline that is ultimately managed through the CPM Board. I also volunteer for the Energy Facility Contractors Group (EFCOG) supporting the Project Delivery – Project Controls and Project Management sub working groups. A recent goal is to act as an informal liaison between NDIA and EFCOG to facilitate strategic collaboration between the organizations to leverage knowledges bases within both the Defense and Energy sectors. Personally, I also volunteer as a Marketing / Communications Chairman for my daughter's daycare (Lakewood Childcare Center, non-profit).

Prior to working at AzTech within defense program management, my experience includes project management, design, marketing, and sales across the real estate development, construction, and medical / pharmaceutical industries.

Frankly, I was humbled when approached about a potential opportunity to support the College of Performance Management board and remain excited to contribute to a growing and vital organization within our industry. If provided the opportunity as the CPM VP-Communications, I aim to achieve the following high level objectives:

- Work with the CPM and PM community to bolster visibility to the organization through new communication streams, including both digital and interpersonal techniques
- Expand the body of knowledge within key industry communications across both electronic and in-person platforms
- Work to expand the reach of the CPM organization to a wider breadth PM professionals across every level of an organization
- Leverage relationships and technology to facilitate collaboration and exposure between senior level SMEs with and Junior to mid-level managers with a goal of combining experience with new approaches and fresh perspectives to drive greater exposure to CPM

I am eager to support CPM as the organization evolves and grows into the future. I sincerely appreciate the time and consideration from the CPM Board and look forward to potentially giving back to the PM / EVM community.