

## **Biographical Information for:**



James D. "Jim" Winger  
President  
Winning Through Words, LLC.

Mr. Winger brings more than 30 years of proven, effective leadership to Winning Through Words, LLC, with a history of building highly productive, motivated, high-achieving local and multi-national teams. His extensive knowledge of defense, federal, commercial, and local/state government acquisition processes and proposal development across domestic and international markets provides a wealth of experience to our team. Having retired from Northrop Grumman Systems Corporation, where he served as Director of Proposal Operations within their Electronics Systems Sector, Jim is excited to be leading his second startup venture.

Prior to Northrop Grumman, Mr. Winger worked with Starent Networks, a startup wireless networking equipment provider acquired by Cisco Systems, and 3Com Corporation where he led the company's global proposal operations and technical communications teams for their CommWorks (formerly U.S. Robotics) business unit. Since 1995, Mr. Winger has helped to generate over \$10.75 billion in initial contract awards while winning 92 percent of the proposals he managed.

With a proven history of developing innovative strategies to enhance capture effectiveness and proposal preparation activities, reducing bid and proposal (B&P) costs, improving win percentage (both number of wins and \$ won percentage), and improving customer satisfaction, Mr. Winger is excited to help our new clients maximize their Probability of Win (Pwin).

