



JOHN BADDICK, SR.

804 Cunningham Rd., Gettysburg, PA 17325
717.339.9171 | jbaddick2@gmail.com
[linkedin.com/in/johnbaddick](https://www.linkedin.com/in/johnbaddick)

SENIOR TECHNOLOGY EXECUTIVE

VP OF ENGINEERING | GLOBAL BUSINESS LEADER

Enterprise | Government | Aero | Maritime | Cruise | Cloud | Energy | Telecom | Consumer | Satellite | High-Tech

Technology executive with the proven ability to influence and change entire industries with cutting-edge innovation across public and private sector global organizations. Leverages technical, operational, and business expertise to drive agile product development, go-to-market strategies, and business growth under aggressive timelines. Manages multi-site, dynamic teams from start-up to Enterprise environments while gaining buy-in at all levels to ensure business objectives are met. Prioritizes activities based on business goals and customer impact; highly adaptable to dynamic, fast-paced work cultures.

SIGNATURE STRENGTHS

Strategic Planning | Product Vision & Development | Global Project & Program Management | Business Development
Organizational Leadership | Scaled Agile Framework (SAFe) | Business Case Analysis | Problem-solving | Team Building
Stakeholder Engagement | New Technology Implementation | User Experience (UX) | Persuasive Communications

INNOVATION & ACCOMPLISHMENTS

Intelsat: Headed creation and development of the world's 1st seamless global C-band maritime network and transformed the satellite industry which ignited industry growth and established a new, high-tech market space.

Verestar: Led winning bid to secure the 1st communication network in Iraq post-war which connected 5 major cities and Bagdad international airport for a government reconstruction project; two persons removed from President of United States.

Orblynx: Instrumental in leading the largest VC-funded firm in Washington DC to build the first global network and internet satellite delivery overlay which resulted in the 1st global Internet broadcast of the 2000 Sydney Olympic Games.

VT iDirect: Delivered the largest product release in company history to DoD and addressed iGT markets with a 5-year strategic plan to manage \$400M in committed contracts.

EXECUTIVE CAREER PATH

VT iDIRECT | HERNDON, VA

VICE PRESIDENT, SYSTEMS & DEVELOPMENT ENGINEERING

2016 TO 2018

Snapshot: Owned and delivered core "Evolution" product releases on-time and with optimal performance to sustain \$200M+ in annual revenue.

Oversaw full lifecycle product development, systems engineering and architecture program management for the global IP-based VSAT satellite technology firm. Defined product technology roadmaps to maintain and enhance the company's position as an industry leader supporting Enterprise, Mobility, and Government markets. Directed technology innovation with a global team of 150+ resources under Scaled Agile Framework (SAFe); initiated and implemented Continuous Integration and Continuous Delivery (CICD) which increased speed to market, software stability and product scalability. Introduced focus on performance, efficiency, manageability, interoperability, scalability, security, and product continuity; gained cross-functional team trust and buy-in to exceed objectives.

Delivered Results

- ✓ Successfully led the Development Team responsible for 100% of government revenue and 95% of commercial revenue; introduced 1st DVB-S2X product systems to the portfolio with \$100M revenue backlog.
- ✓ Decreased hardware product time-to-market by 45% for iQ Rackmount modem through a combination of hardware development process optimization and outsourcing; managed contractor relationships and project oversight.
- ✓ Facilitated transition from Waterfall to Agile while influencing an organizational culture change from frequent late releases with unstable work culture to meeting deadlines with improved stability.
- ✓ Recruited the Waveform Team which introduced 24% spectral efficiency in forward transmission and 12% efficiency in the return transmission, through the incorporation of complex theoretical simulation framework and modeling.
- ✓ Led a team to develop the 1st software integration into a Cloud architecture for Global Satellite Network.



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COMTECH EF DATA | TEMPE, AZ

VICE PRESIDENT, SYSTEMS ENGINEERING

2011 TO 2016

Snapshot: Gained Board approval for the development of Advanced VSAT & Professional Engineering Services; directed business change and transition into a leading satellite industry solutions and technology provider.

Earned rapid internal promotions to direct strategy development, solution design, production execution, software integration, and client relations offering a revolutionary dynamic SCPC multi-point, advanced VSAT platform. Drove new business development within satellite operator strategic partnerships; positioned new platform technologies within existing teleport facilities and new HTS Gateway models. Served as product management lead for NetVue™ Integrated Management System; defined technology roadmap and go-to-market strategy; negotiated contracts driving over half of all revenue.

Delivered Results

- ✓ Headed the market introduction of the 1st Generation dSCPC multi-point Advanced VSAT Platform and 24/7/365 Support Teams and infrastructure, with locations in US East and West Coast, Beijing, China, Bangalore, India and Montreal, Canada.
- ✓ Developed and managed strong relationships to achieve 89% contract renewal rate and 35% annual growth in FY12.
- ✓ Created a partnership in Belgium to define the Integrated Management System, with no costs incurred to the firm.

INTELSAT | WASHINGTON, DC

SENIOR PROGRAM MANAGER

2004 TO 2011

Snapshot: Led strategy, vision, and execution as program lead in charge of defining, developing, validating, and operating the world's 1st global VSAT network.

Headed a complete business transformation from primary Satellite MHz Lease Operator/Provider to the world's largest provider of satellite IP-based managed services; enabled broadcast, data, mobility, and voice applications for commercial and governments worldwide. Coordinated all efforts with 300+ global resources spread across 50 countries. Managed the productization of carrier-in-carrier technology with a key business partner to optimize efficiency on tier-1 capacity satellites in high revenue, low-capacity regions. Planned 10-year corporate mobility strategy, including satellite payload design requirements, network and platform design, service models, business case development, and software tool development.

Delivered Results

- ✓ Ignited a catalyst event and transformed the satellite industry driving VSAT Mobility to Maritime & Aero applications.
- ✓ Managed combined corporate teams in system specifications, tool development, standards adoption, implementation, and operational readiness to support Panasonic Avionics Global Services Launch, leading to a \$1B investment.
- ✓ CEO Employee of the Year Award Winner and Keynote Speaker at a Global Telecommunications Conference.
- ✓ Led the largest managed service programs in company history with the biggest broadband infrastructure in Europe; ran the Gilat satellite transition 6-months ahead of schedule; delivered a record-setting, revenue-generating product.

VERESTAR (SUBSIDIARY OF AMERICAN TOWER CORP.) | FAIRFAX, VA

VICE PRESIDENT, ENGINEERING / SR. NETWORK ARCHITECT

2002 TO 2004

Snapshot: Recruited to direct all day-to-day operations within Engineering Divisions, Satellite RF, VSAT I & I, Fiber Optical, and IP Network Teams in a 24/7/365 business.

Delivered outside the box thinking to create highly innovative solutions for integration with clients. Managed all strategy, cross-functional teams, and government and vendor relations for the largest satellite service provider in the world. Built a global fiber optic backbone, integrated Layer 3 Gateway IP MPLS network, designed satellite service integrated into Air Force One; drove \$3.7M reduction to OPEX by reengineering the entire infrastructure and space segment leased transponders.

Delivered Results

- ✓ Led RF Engineering Team to groom 80+ transponder leases for \$13M in OPEX cost savings.
- ✓ Designed, implemented, and optimized the global backbone/IP Core for service automation which reduced provisioning lead time from 30 days to less than 7 days.
- ✓ Lead in Technical Design Award (\$791M over 10 years) for global U.S. Department of State network project.
- ✓ Led design and implementation of automated end-to-end network services and spacecraft provisioning system/tool.



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VIACAST NETWORKS, INC. | IJAMSVILLE, MD

PRODUCT MANAGER, TECHNICAL SALES / SYSTEMS & NETWORK ENGINEER

2001 TO 2002

Snapshot: Served as lead architect and project manager for full lifecycle software/hardware product management.

Oversaw product strategy and direction from inception, defining requirements, budgets, deadlines, and communication. Secured \$25M in funding for a global video distribution network; managed global accounts and key business partnerships.

Delivered Results

- ✓ Led the product development of the 1st ever Store and Forward satellite DVB receiver/router which won NAB Product Awards for Best-in-Class new technology.

ORBLYNX, INC. | FAIRFAX, VA

DIRECTOR, NETWORK & SYSTEMS ENGINEERING / OPERATIONS / SOFTWARE ENGINEER

1999 TO 2001

Snapshot: Developed systems architecture to lead IDS2000 global content delivery network across 5 continents, 300+ networks, and 91 POP's in 30 countries; set global records with first network on a commercial aircraft.

Founding member of the start-up, leading strategy and vision to develop the world's 1st satellite IP-based CDN to deliver the Internet worldwide, from the ground-up; managed development, including testing, validation, and process automation.

Delivered Results

- ✓ Shattered global technology culture, concepts, and innovation by enabling the world's first global internet broadcast of the 2000 Sydney Olympic Games across web, video, and content in collaboration with IBM.
- ✓ Promoted to lead the design, development, staffing, and operations of global 24/7/365 NOC Facility.

FUTURE RESEARCH CORPORATION | HUNTSVILLE, AL

DIRECTOR, NETWORK SYSTEMS ENGINEERING SUPERVISOR

1999

Snapshot: Led software development strategy to convert DoD classified data to digital and optical storage systems.

Guided the delivery of technical services and solutions for an 8A contractor to NASA and US Department of Defense missile systems, guidance and control systems, flyout simulation software, and optical digital conversion projects. Managed a collaborative team of 23.

Delivered Results

- ✓ Instrumental in the 8A company's nomination as SBA High-Technology Company of the Year, First Runner-up.
- ✓ Increased digital conversion to exceed 100% in Q1 by analyzing and streamlining the DoD process.

PATENTS

Number US 8,914,536 B2 | December 16, 2014 | Method and System for performing multi-layer, multi-dimensional link budget analysis (LBA) using real-time network, weather, satellite ephemeris and ionospheric information

Publication 2012/0213, 174 | Patent Pending | Method and System for Optimizing Performance with Hitless Switching for Fixed Symbol Rate Carriers Using Closed-Loop Power Control while Maintaining Power Equivalent Bandwidth (PEB)

TECHNICAL SKILLS

Core Internet Protocols | 3GPP | 2G | 3G | 4G LTE | SDN | NFV | DVB | DVB-S2 | DVB-S2X | SCPC | dSCPC
MF-TDMA | VPP | Wireshark | LAN | WAN | MAN | MPLS | IPVPN | Ethernet | TCP/IP | Firewalls | DHCP
DNS | LDAP | Active Directory | RADIUS | IoT | IaaS/PaaS/SaaS | EPC

EDUCATION AND CERTIFICATIONS

Post Graduate Coursework | College of Continuing Engineering Studies | The George Washington University
(BS) Bachelor of Science | East Stroudsburg University of Pennsylvania
(CCNP) Cisco Certified Network Professional v2.0 | **(CCNA) Cisco Certified Network Associate**
(MCSE) Microsoft Certified Systems Engineer | **Scaled Agile (SAFe) Software Development Methodology**
Etherpeek Network Analysis | **Inktomi Traffic Server** | **Inactive Secret Clearance**