

**JUDITH ANN BRADT**  
CEO, SUMMIT INSIGHT LLC

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**Summit Insight provides Strategic Advice On Government Contracts.**

Ms Bradt brings 23 years of business development and government procurement policy experience to her practice. Since 1988, Judy has counselled more than 6000 clients who credit her advice for winning over \$300 million in government business.

She published her first book, [Government Contracts Made Easier](#), in 2010.

*Core Capabilities: Expert consultant, award-winning educator, author and speaker.*

*Key Past Performance: Judy is under agreement with SBA's Metro Washington DC District Office to provide monthly procurement education through the end of 2012, and provides ongoing training for the Procurement Technical Assistance Program at George Mason University*

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**PROFESSIONAL BACKGROUND**

**2003 - Present: CEO, SUMMIT INSIGHT, Alexandria, VA**

Judy has brought success to established companies in industries including but not limited to cyber security, information technology, network architecture, construction, environmental remediation, screen printing, and staffing services.

Her most popular talks include:

- Strategy Jumpstart To Government Contract Success
- Stalking The Win ~ Tools, Techniques and Tips in Government Market Research
- A Woman's Place Is...On The Contract ~ Leveraging The New 8(m) Program

Her foundation courses, "Government Contracts Made Easier: Strategy In A Day" and "The Ultimate Government Market Research Workshop" are available to individual companies and groups. She also develops and delivers in-depth programs for groups that seek specialized topics and/or a day-long series of on-site one-on-one private appointments.

She has been covered by *Businessweek*, *The Washington Post*, *American Express OPEN for Small Business*, *Fortune Small Business*, *Entrepreneur Magazine*, *SmartCEO Magazine*, *Enterprising Woman*, the *Washington Business Journal*, the *Financial Post*, the Canadian Broadcasting Corporation, TVOntario, and *The Globe and Mail*.

She teaches regularly for: the Virginia Procurement Technical Assistance Program; the Professional Development Center of the Armed Forces Communications & Electronics Association; and the Small Business Administration's Metropolitan DC District Office.

**Other Community Recognition & Contribution**

Small Business Administration: 2011 Women's Business Champion, Metro Washington DC District Women's Business Enterprise National Council: WPEO-DC Rising Star 2011; volunteer & presenter 2010 MBE100 ~ recognizing Top Women- & Minority-Owned firms in the Mid-Atlantic

**1988 ~ 2003 EMBASSY OF CANADA, Washington D.C. – Trade Commissioner Service**

*Director of Business Development (Aerospace, Defence, Information Technology) 2001-2003;*

*Director of Government Markets, 1996-2001, Business Development Officer, 1988-1996*

- *Created the leading resource for Canadian firms selling to US government: [www.international.gc.ca/sell2usgov](http://www.international.gc.ca/sell2usgov), including over 400 pages of text on US government procurement regulations and practices; market access barriers & practical solutions, business development tactics and resources essential to success in the US government market niche.*
- *Published technical guides (8 as Author; 13 as Editor) including: Canadian issues in U.S. federal solicitations; U.S. federal market for technology, architecture/engineering services; construction services;*
- *Researched, developed, negotiated and implemented policy in procurement trade and export controls;*
- *Enabled over 5,000 Canadian firms to win over \$250 million in US government contracts;*
- *Led advocacy to defeat Buy American provisions in the 2004 Defense Authorization Act;*
- *Presented seminars on: U.S. federal contracts, U.S. aerospace contracts, Buy American; federal systems integration contracting; construction & transit contracts; small business set-asides;*
- *Advised the Canadian Delegation to the FTA and NAFTA Procurement Working Groups on all aspects of US government procurement policy, practice, law and regulation;*
- *Advised the Canadian delegations negotiating changes to the US International Traffic in Arms Regulations (1998 - 2003);*
- *Created Canadian Women's International Business Initiative (\$12M+ international sales & partnerships); Award for Canadian-American Business Achievement (now in its 16th year of honoring cross-border partnerships); Technology Partnership Programme (3-year results: over 200 international business matches); and*
- *Educated Canadian industry and public sector specialists in U.S. government contracting.*

**1984-1988 IBM CANADA LIMITED, Toronto, Canada**

*Distribution Marketing Associate, 1987, Systems Engineering Representative, 1984-1987*

**1984 INSTITUTE FOR INTERNATIONAL STUDIES & TRAINING, Fujinomiya,**

*Japan: Diploma*

**1983 MCMASTER UNIVERSITY, Hamilton, Canada: Master of Business Administration,**

*Business Strategy*

**1981 UNIVERSITY OF TORONTO: Bachelor of Arts, General Humanities**