



# MEETING THE PROJECT MANAGEMENT CHALLENGE

# 2004

# Biography

## Nicholas Pisano

### Sales Operations Manager, C/S Solutions, Incorporated

Nicholas Pisano is the Sales Operations Manager for C/S Solutions, Incorporated. In this capacity he provides state-of-the art software solutions in the areas of performance and project management to both commercial and government clients using the best commercial-off-the-shelf business intelligence tools on the market today. He is a highly decorated retired U. S. Navy Commander with over twenty-seven years of experience in the areas of financial, logistics, inventory, material, information systems, and project management. Among his active duty assignments were as staff for the Undersecretary of Defense for Acquisition and Technology and as Business Manager for the Program Executive Officer for Air ASW, Assault, and Special Mission Programs in the Navy Aviation Systems Command. He also served on multiple occasions as a program manager for multi-million dollar IT projects, as a government contract negotiator, and a government Contracting Officer. This is in addition to his other assignments that included over ten years of sea duty including deployments to Europe, Japan, the Western Pacific, the Eastern Atlantic, and the Mediterranean theatres. Nick holds a Bachelor of Science degree from the University of Maryland; advanced degrees from both the Combat Studies Institute of the Army Command and General Staff College and Pepperdine University; and is a graduate of the Executive Program of the Colgate-Darden School of Business of the University of Virginia. He has published numerous articles and papers in various journals on his topics of interest and is the recipient of several professional awards from peer-reviewed organizations. He is an active member of the Association for the Advancement of Cost Engineering, the Project Management Institute, the PMI College of Performance Management, the National Contract Management Association, and the International Council of Systems Engineers.



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