

RONALD A. MARKS
Curriculum Vitae
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EXPERIENCE SUMMARY:

Ronald “Ron” Marks is a 35-year veteran of the U.S. Intelligence Community. A former CIA case officer, he was a CIA Senate Liaison and Capitol Hill staffer who currently sits on advisory groups at the Central Intelligence Agency and in The Office of the Director of National Intelligence.

Marks is currently Professor and Chair of Intelligence Programs at the Daniel Morgan Academy for National Security Studies. He is also Adjunct Faculty lecturing on Homeland Security Intelligence for Johns Hopkins University, Kreiger School of Arts and Science, Masters in Global Security Program.

Ron also serves as a member of the Outside Board of Directors/SSA for the Silicon Valley based Informatica Corporation’s Federal Operations, located in Reston, Virginia.

Additionally, Ron is a Member of the Board of Directors at the George Washington University Center for Cyber and Homeland Security (CCHS) – an organization of which he was a Senior Fellow since 2003.

At CCHS, Marks currently advises on national intelligence, cyber and homeland security risk management related issues; including the collection of targeting information and countermeasures for national Critical Infrastructure Protection. Ron also sits on the Center’s “Future Challenges” Panel and its Membership Committee.

Ron lectures for the Intelligence and Security Academy of Arlington, Virginia where speaks on the National Security budget and implementation process, intelligence, Cyber, and Congressional matters.

Until recently, Ron was the President of Intelligence Enterprises, LLC, a privately held management-consulting partnership focused on investment, mergers and acquisition, cyber security issues, and management strategies for the Federal national security marketplace.

Marks had served for six years (2006-12) as an Adjunct Professor of National Security at the National Defense University where he taught about intelligence, homeland security, and cyber security issues.

Ron recently served (2011-14) as Program Director for Battelle Memorial Institute’s National Cyber Doctrine Program. In that role, in December 2012, Marks oversaw the production of “#CyberDoc No-Borders-No Boundaries – A National Doctrine in

the Cyber Era” for Potomac Institute Press. He contributed Chapter 13, “Providing for the Common Defense.”

Marks published his first book, “Spying in America in the Post 9/11 World” by Praeger Publishing, in January 2011. The book takes a serious look at the issue of domestic intelligence and concerns over civil liberties.

Marks currently holds a TS SCI clearance with the Central Intelligence Agency. (Most recent BI completed February 2012) and a TS with DoD.

BACKGROUND

Ron received his Bachelors in Business Administration and Economics from Lewis and Clark in 1978. Ron went on to the study at the Northwestern School of Law and took his Masters in Economics at the University of Oregon in 1982.

Ron spent 16 years with the CIA; including eight years as a Directorate of Operations (Clandestine Services) Case Officer. During his overall CIA career, Marks was also: Special Assistant to the ADCI for Military Support, U.S. State Department Program Director for Law Enforcement Issues in Russia and Eastern Europe and a senior budget director at the National Reconnaissance Office.

From 1995 through 1996, Marks served as Intelligence Counsel to former U.S. Senator Bob Dole and U.S. Senator Trent Lott.

Since 1999, Marks has served as a senior Homeland Security/Intelligence expert as well as a Congressional Relations/Public Relations executive and Business Developer at a number of large systems integrators in the Washington, D.C. area. Ron has also served to guide a first stage a Risk Management software firm to their second round of funding.

Mr. Marks also serves as a:

- Member of the Cosmos Club (2008-present) where he chaired its International Affairs Committee (2014-16), and served as a Board of Management Member (2016-18).
- Senior Steering Committee Member of the Center for Strategic and International Studies, Transnational Threats Initiative (1997-Present)
- Outside Director, Informatica Federal Operations Corp. (2015-Present)
- Associate Member of the International Institute for Strategic Studies (2006-Present)
- Member, The Atlantic Council and advisor on Cyber issues

- Member of the Lewis and Clark College Alumni Board (2005-07) and sponsor of the Ronald A. Marks Scholarship Award (2008-present)
- Honorary Partner, Path North (Steve Case Foundation) (2014-Present)
- Associate National Member, The Explorers Club (2016-Present)

CURRENT PROFESSIONAL ACTIVITIES:

The Daniel Morgan Academy for National Security Studies, Chair of the Intelligence and Cyber Program and Professor of Intelligence and Cyber December 2016-Present

- Managing the Intelligence Program
 - Overseeing staff and program for one of four main teaching pillars

Johns Hopkins University, Krieger School, Masters in Global Security Program, Adjunct Faculty, Fall 2016-Present

- Created/Taught course “Introduction to Homeland Security Intelligence.”
- Developing/Teaching Homeland Security Intelligence Course, Fall 2017

Informatica Federal Operations Corporation, Outside Director/SSA, November 2015-Present

- Chair, Compensation Committee
- Chair, Audit and Compliance Committee
- Member, GSC
 - *Oversee issues related to Foreign Ownership Control Issues (FOCI)
 - *Private guidance to senior management re: sales and marketing

Intelligence and Security Academy, Senior Faculty March 2009 – Present

- Lectures on the history and structure of the U.S. Intelligence Community and Cyber Issues
- Seminar on the budget building and execution process of the National Security Community – PPBE/IPPBE

SECURITY CLEARANCES:

TS SCI (CI and Lifestyle Polygraph) Most recent BI completed 2/2012

TS (DOD) Most recent BI completed December 2018

Previous Academic Activities:

The George Washington University, College of Professional Studies, Adjunct for Intelligence, 2012-14.

Adjunct Professor of National Security, National Defense University, College of International Security Affairs, January 2006-June 2012

*taught intelligence, homeland security, cyber, and national security

Previous Professional Activities (prior to 2016)

Intelligence Enterprises, LLC, President and Co-Owner November 2011—December 2016

*Advising companies on potential mergers and acquisitions opportunities in the national security and cyber arena

*Counseling firms entering the Washington, D.C. Federal market place

*Creating Management Strategies for senior executives in the public and private sector

*Reviewing and advising RFP's & RFI's for the government and private sector firms

Oracle Corporation, Senior Director, National Security Group (NSG) November 2010-November 2011

- Manager for Intelligence Community business for the largest database corporation in the world – focus on CIA and DNI
- Oversaw Congressional and marketing strategies for NSG
- Developed unified business unit for the above

Oxford Analytica, Inc, Senior Vice President for Government Relations/DC Office Director

August 2005- November 2010

- Director of the D.C. office overseeing all personnel and operations; reporting to Managing Director w/ P&L responsibilities
- Recruited to build and expand upon existing US government consultancy business in the Executive and Legislative branches; establish non-US government business profile in DC
- Act as a Senior Advisor to the Managing Director on issues related to Intelligence and National Security matters world wide
- Act as primary contact for interactions with US Legislative Branch
- Public spokesman and contact for DC office
- Registered lobbyist

**Serco, Advisor/Consultant, Homeland Security/Intelligence Programs
April 2005-August 2005**

- Recruited to build and expand upon existing Homeland Security and Intelligence opportunities for \$300 million systems integrator
- Served as advisor on mergers and acquisition of marketing expanding company
- Advised on bids and RFP's

**Digital Sandbox, Inc, Vice President for Business Development/Equity Partner
July 2004-April 2005**

- Member of the Executive Management and Equity Partner, recruited by Start-up risk management software firm and successfully completed the establishment of business development activities including:
- Overseeing/Developing a new sales strategy and sales force hiring
- Directing \$500K marketing and public relations programs; establishing Congressional lobbying effort.

- Oversight of development and implementation of Homeland Security/Intelligence related Risk Analysis scenarios and software for DHS and the Intelligence Community
- Participated in DHS sponsored “Long Beach” WMD Exercise at Rand Corporation, August 2004

**British Telecom-Syntegra Federal, COO and Director of Federal and National Capitol Region Business Development
December 2002-July 2004**

- Chief Operating Officer of BT Federal operations w/ focus on system management and integration; P&L responsibilities
- Recruited to establish and manage BD organization for a \$12 million unit of BT pursuing IT business throughout the Federal Government and state and local governments in the National Capitol Region with focus on DHS and DOD
- Oversee BT Syntegra \$150K marketing program including press and public relations
- Open and establish ties w/appropriate Congressional offices
- Established, coordinate and oversee 20 BT Business Developers for the Federal market with focus on the Intelligence Community, DHS and DOD
- Revised product offering to reflect needs of Federal market with emphasis on Homeland Security and Defense

**SRA International, Director of Intelligence Program Development
September 2001-December 2002**

- Recruited to establish first DOD/Intel Community business development program with a \$200 million per yr IT firm
- Initiated and participated in successful acquisition of \$47 million IT company to enhance corporate position in the DOD/Intelligence market
- Participant/Consultant in first US Senate emergency exercise drill
- Helped establish Homeland Security work within SRA

**Science Applications International Corporation,
Senior Intelligence Expert/Business Development Manager
August 1999-September 2001**

• Provided expert advice and led contracts supporting the Intelligence Community including:

- Initiated and participated in the attempted acquisition of two \$50 million plus IT firms to deepen SAIC position in the Intel market
- NRO/PA&E large-scales studies related to intelligence collection deploying and building National Technical Means, “table top” war games, and analytical output to support decision making
- Won \$5 million worth of new systems management, integration and analysis business
- Served as Deputy of Operations (Number 2 position) for a \$17 million business unit w/ P&L responsibilities

**Central Intelligence Agency, Various Mid-Level/Senior Positions
October 1983-August 1999**

- Clandestine Service/Graduate of Career Trainee Program – October 1983-May 1990
- Director of Central Intelligence/Senate Legislative Liaison Officer – May 1990-February 1995
Served as senior DO Senate liaison for the Senate
- Intelligence Counsel to Senate Majority Leaders (Sens. Robert Dole and Trent Lott) February 1995-October 1996
Oversaw Intelligence Community Program and Budget
- NRO Senior Budget/Legislative Liaison Officer, Resource Oversight Management Office October 1996-June 1997

*Drafted section of the FY97 Congressional Budget Justification Book
Dealt with Senate and House Intelligence Community on Budget and Program Issues*
- Program Director, US State Department Bureau of International Narcotics and Law Enforcement, (\$30 million aid/grant program) (June 1997- March 98)

Created and Oversaw first comprehensive State Department aid program for law enforcement support – fifteen person staff

- Special Assistant to the ADCI for Military Support (March 1998- August 1999)
 - *Led CIA efforts to begin participation in US Military war games
 - *Established CIA Exercise Support Center
 - *Dealt with Congressional oversight committees on issues of military intelligence

**Independent Consultant/Lobbyist
Becron Corporation/Portland, Oregon Metropolitan Service District
Portland, Oregon**

June 1978-September 1981, December 1982-October 1983

- . Advised and lobbied for clients on Federal land use issues
- . Prepared and presented project-related economic feasibility studies
- . Reviewed potential contracts and bid opportunities

**Instructor/Lecturer
University of Oregon/Lane Community College
Sept 1981 – Sept 1983**

- Instructor, Economics, University of Oregon
- Lecturer, Lane Community College, Economics

EDUCATION:

M Sci., University of Oregon, Economics, December 1982

**B. Sci, Lewis and Clark College, Business Administration and Economics,
June 1978
*Honors in Business and Economics Departments***

PROFESSIONAL MEMBERSHIPS:

Member, Association of Former Intelligence Officers

Member, Armed Forces Communications and Electronics Association

Member, Intelligence and National Security Alliance

Member, American Economic Association

Member, International Association for Intelligence Education

CONGRESSIONAL TESTIMONY/REPORTS:

“On GAO Oversight of the Intelligence Community, 29 February 2008, Senate Homeland Security and Government Affairs Committee (Testimony)

“Open Source Intelligence: Issues for Congress,” 5 December 2007, Congressional Research Service (Report-Contributor)

“Report on Intelligence Role in Homeland Security,” Fall 2006, Committee on Homeland Security, Subcommittee for Intelligence, Information Sharing and Terrorism Risk Assessment, U.S. House of Representatives (Report-Contributor)

SELECTED PUBLICATIONS:

Book:

“*Spying In America in the Post 9/11 World: Domestic Threat and the Need for Change*”, Praeger Security International Publishing, published January 2011

“*#CyberDoc No-Borders-No Boundaries – A National Doctrine in the Cyber Era,*” Chapter 13, “*Providing for the Common Defense,*” Potomac Institute Press, published December 2012

Journal Articles:

“Intelligence Analysis – Is It As Good As It Gets?,” International Journal of Intelligence and Counterintelligence, w/Dr. Mark M. Lowenthal, Winter 2015

“The Use and Limits of US Intelligence,” *Washington Quarterly*, Winter 2002, pgs 61-74 w/ Frank Cilluffo and George Salmaroghi

“Defining America’s Brave New World”, Article, *Cambridge Review of International Affairs*, Vol. 15, No.2, 1 July 2002, pgs 329-343

Blog:

Contributor, The GW University Center of Cyber and Homeland Security, Security Insights Blog, September 2014-Present

Weekly Contributor, *National Journal* Expert Blog, National Security Issues, December 2008-December 2012

Monthly Contributor, SecurityDebrief.com, Cyber and Domestic intelligence issues, April 2011- April 2014

Reports:

Contributor -- "Reducing Over classification Through Accountability," Brennan Center for Justice at NYU School of Law, 2011;

Contributor -- "Report on US Intelligence Community Data Retention," Brennan Center for Justice at NYU School of Law, 2013

CSIS/Heritage Foundation Joint Report: Homeland Security 3.0, "Building A National Enterprise To Keep America Free Safe and Prosperous, 18 September 2008, (Panel Member/Drafter)

Russian Organized Crime and Corruption: Putin's Challenge 2000
Center For Strategic and International Studies, Transnational Threats Project
CSIS Panel Report; 92 pp.; 2000 (Panel Member/Drafter)

Published Articles (as author and contributor-excluding blogs):

"US QDR May Expand U.S. Defense Edge," 2 Feb 2010, Oxford Analytica Daily Brief

"US Terror Report Driven By Politics," 8 Jan 2010, Oxford Analytica Daily Brief

"QDR Focuses on Non-Traditional Threats," 12 Aug 2009, Oxford Analytica Daily Brief

"Obama Seeks to Boost Morale at CIA," 20 April 2009, Oxford Analytica Daily Brief

"Gates and Obama Reshape DOD Leadership," 27 Jan 2009, Oxford Analytica Daily Brief

"How Obama Will Use the CIA", 8 Jan 2009, Oxford Analytica Daily Brief

"McCain Emphasizes Security Competence Abroad", 17 March 2008, Oxford Analytica Daily Brief

"Gates Shapes New Intelligence Leadership," 9 Jan 2007, Oxford Analytica Daily Brief

"Gates Has The Tools to Lead Defense," 6 December 2006, Oxford Analytica Daily Brief

“Gates Will Help Reshape US Intelligence,” 13 November 2006, Oxford Analytica Daily Brief

“Intelligence Shakeup Courts Controversy,” 12 May 2006, Oxford Analytica Daily Brief

“DNI Aims to Boost Intelligence Analysis,” 10 January 2006, Oxford Analytica Daily Brief

“CIA Shakes up Clandestine Service,” 23 Sept 2005, Oxford Analytica Daily Brief

“Spying and the Internet,” Op-Ed, Washington Times, 25 April 2005

“The Voices of Intelligence,” Op-Ed, Washington Times, 8 April 2005

“Intelligence Reform Begins,” Op-Ed, Washington Times, 31 March 2005

“The Right Man, At the Right Time,” Op-Ed, Washington Times, 18 February 2005

“Road to CIA Reform,” Op-Ed, Washington Times, 1 December 2004

“Keep an Eye On The Ball,” Op-Ed, Washington Times, 16 August 2004

“Of Security and Systems”, Op-Ed, Washington Times, 13 May 2004

“Torricelli’s See No Evil Rule,” Op-Ed w/Arnaud De Borchgrave, Washington Times, 7 October 2002

“US Intelligence Needs to Review Its Spy Game Playbook”, Article, “Insight on the News”, 2 April 2001

IMP Magazine (on-line), Two Articles, February 2001 “The Economic Everyman”, and November 2000, “The Economics of the Internet.”