

# LMT Announces Vice President for Business Development

*For immediate release.*

**VIENNA, Va.** – Cari Dorman has been named Vice President for Business Development for LMT. She will be providing strategic leadership to LMT organic and inorganic growth, and also be responsible the company's overarching business development, capture, proposal/production, and corporate marketing and communications.

Cari comes with more than 20 years of experience in the federal marketplace working for Fortune 500 companies – CSC and Xerox. She entered the market after graduating from Pennsylvania State University with a major in Electrical Engineering followed by graduate studies focused in C4I Systems Engineering. Most recently she was employed as the Senior VP for Business Development and Strategy at Xerox.

In her early days, Cari supported the Navy performing architecture & standards work for the SPAWAR Chief Engineering Office that she in turn leveraged into support for the Department of Navy CIO. On/about 2002 her technical acumen coupled with her business savvy elevated her to the Chief Solutions Officer for all of CSC Federal – here she focused on market development strategies to secure more than \$4B in revenue year over year. Cari developed a strategy to roll out a new organizational construct within CSC Federal to respond to the growth in revenue and then she became the Senior Director of Business Development where she ultimately booked more than \$1B revenue the first year coupled with 27% growth year over year. In 2010, Cari was recruited by the EVP/COO of Xerox where she developed and executed a converged (strategic and tactical) business portfolio plan to grow revenue. She has been a long time member of Institute of Electrical, Electronic Engineers (IEEE) as well as Society Women's Engineers SWE.

"Cari's experience and expertise is not only strengthening our business development team but is helping us build the infrastructure we need to grow and become the number one provider in every market we serve," said Lani Hay, President and CEO of LMT.

## **About Lanmark Technology Inc. (LMT)**

Headquartered in Vienna, Virginia, LMT is a Woman-owned, Service-Disable Veteran-owned, Small Disadvantaged Business providing innovative mission support consulting solutions aligned with our national interests for government and commercial clients worldwide. As a full service mathematic optimization and analytics company, LMT ensures that people are safe and assets are protected allowing continuity of operations and mission completion. LMT distinguishes itself by using the discipline of applying advanced analytical methods to empower the U.S. Federal Government, State, Municipalities, and commercial businesses to make more effective decisions.

Learn more about LMT at [www.LMT-INC.com](http://www.LMT-INC.com). Connect with LMT on Facebook, Twitter, Google+ and LinkedIn.

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