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## **Dennis Padilla joins SMI**

Dennis Padilla has joined Strategic Marketing Innovations (SMI) as a Senior Advisor. Mr. Padilla recently retired from the Navy as the Director of Contracts and Grants for the Office of Naval Research (ONR) in Arlington, Virginia.

“Dennis is a proven leader who brings to the table extensive experience in technology and military contracting,” said Ted Lynch, President of SMI. “We are pleased to be able to call on Dennis’s extensive knowledge in developing and transitioning technologies that enhance our nation’s security.”

As ONR’s Director of Contracts and Grants, Mr. Padilla managed the business processes for Navy and Marine Corps science and technology programs in such areas as basic research, manufacturing technology, weapon systems prototypes, and commercial-military dual-use applications. His contracting activities centered on the challenges of transitioning new technologies from industry, academia and government into fielded fleet-ready systems.

Mr. Padilla has over 30 years of experience in Government contracting. Prior to his work with ONR he served as the Deputy Director of Contracts for the Navy’s Strategic Systems Programs Office and as Chair of the Defense Acquisition Research & Development Committee. His other assignments within the Navy have included work as a procurement analyst with the Deputy Assistant Secretary of the Navy (Acquisition) and as ONR’s regional coordinator for contract and grant administration at the Naval Postgraduate School-Monterey. Mr. Padilla has also served as a contracts negotiator for NASA’s Ames Research Center and the Navy’s Fleet Ballistic Missile Program.

Dennis Padilla has a B.S. degree in Business Administration from San Jose State University and an M.S. degree in National Resource Strategy from the Industrial College of the Armed Forces.

SMI is a comprehensive government relations firm that specializes in helping clients secure funding for strategic initiatives.

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