

## COL Chip Lilliewood, USA, Ret.

**Teams: Army, BRAC, Defense & Aerospace, Government Relations, International**

### Expertise Areas

- Defense Acquisition and Contracting (OTA, SBIR, BAA)
- Federal Business Development and Capture Management
- Emerging Technology and Dual-Use Commercialization
- Logistics Operations, Sustainment, and Materiel Readiness
- Public-Private Partnerships and Defense Market Investment
- Cross-Sector Leadership and Organizational Transformation

### Professional Experience

Colonel Lilliewood supports defense and technology clients in acquisition strategy, business development, and market expansion across the federal sector, leveraging his more than 40 years of leadership experience and unique blend of operational, acquisition, and commercial insight.

Prior to joining The SPECTRUM Group (TSG), Colonel Lilliewood served as President, Claxton Logistics Services. Previously, he served as Vice President for Public Sector Programs & Channels for Dun & Bradstreet, where he directed federal strategy and go-to-market execution for a \$150M Department of Defense (DoD), Department of Homeland Security (DHS), and GSA business pipeline. Earlier, as Vice President of Science, Engineering, and Technical Services at LSI, Colonel Lilliewood built a new Systems Engineering and Technical Assistance (SETA) services division while exceeding sales targets.

Colonel Lilliewood's 25-year U.S. Army career culminated in his serving as Director of National Capital Region Operations for Army Test and Evaluation Command (ATEC), where he led all Washington, D.C. Base Closure and Realignment (BRAC) efforts. His previous roles encompassed leadership of operations and logistics in the U.S. and Belgium, Korea, Afghanistan, and Iraq. As Director of Sustainment Evaluation for the Army Evaluation Center, Colonel Lilliewood evaluated all DoD materiel and Rapid Acquisition Initiative (RAI) sustainment, chemical-biological defense, mobility, and engineering systems, including more than 180 acquisition Programs of Record and more than 170 RAIs. He also previously served in senior and executive officer roles at NATO, including formulating land forces domains (SHAPE J-3) and logistics requirements (SHAPE J-4) for joint initiatives across 36 NATO and U.S. partner nations.

### Key Positions

- President, Claxton Logistics
- Vice President (VP), Public Sector Programs & Channels, Dun & Bradstreet
- VP, Science, Engineering & Technical Services, LSI
- Director, Sustainment Evaluation, Army Evaluation Center

### Education

- M.S., Logistics Management, Florida Institute of Technology
- M.S., Materiel Acquisition, Florida Institute of Technology
- M.A., Operational Art, Air War College
- B.A., Political Science, The Citadel

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