



Mr. Blankenship came to ICS in the fall of 1997. For the past 14 years, Mr. Blankenship has worked for the owner Mr. Eric M. Sundin in Information Technology Consulting, Project Management, Contract Management, and Marketing in both the Commercial and Federal Business Sectors.

Mr. Blankenship has a Bachelor of Science Degree from Lynchburg College (Class of 96) and a Certificate of Completion from Tidewater Community College Defense & Homeland Security Industry Seminar.

**D. Gray Blankenship**  
**Chief Operations Officer, ICS**

### **Federal Government Business**

Mr. Blankenship has worked with numerous small and large companies both as a prime contractor and a sub-contractor in the pursuit of Federal Contracts to include: **Capture Management, Proposal Development, Business Development and Contract Administration.**

In 2007, Mr. Blankenship was the co-author of ICS's award winning GSA IT 70 Contract as well as the ICS GSA Contract Administrator. In 2008, he handled all Proposal Development for ICS's prime contract offer for the Department of Treasury which equated to ICS's first Federal Contract Award. He is currently the Contract Administrator for this 5 year Federal Contract.

As with all small business, Business Development is a key factor in the day to day activities at ICS. From Richmond, VA to Washington D.C., Mr. Blankenship, along with ICS President Mr. Sundin, are constantly involved with **Teaming with Large Companies, Answering Sources Sought and RFI's, attending Vendor Outreach Sessions (Department of Treasury, Department of Veteran Affairs, Department of Agriculture, Department Of Justice, Department of Homeland Security and DOD), writing proposals and developing relationships** with future business partners to grow ICS business. Mr. Blankenship has spent his entire professional career with ICS.

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