

Karen Harris

Senior Vice President, Energy & Environment – Boston Government Services, LLC

Karen Harris leads the Energy & Environmental Programs business unit for BGS and is accountable for profit and loss, employee productivity, financial planning, resource allocation, and development and implementation of the business unit strategic plan.

BGS energy services has an emphasis on supporting the next generation of renewable energy technologies for the U.S. and the world. BGS currently supports the U.S.

Department of Energy (DOE), Office of Energy Efficiency and Renewable Energy's (EERE) mission areas to support its clean energy RDD&D financial assistance portfolio, consisting of 1700 projects valued at over \$8B.

BGS environmental services support all aspects of the DOE Office of Environmental Management (EM) critical programs– one of the largest, most diverse, and technically complex environmental cleanup programs in the world.

Harris previously served as the Vice President of Strategy and Business Development for BGS and was responsible for the full business development lifecycle, including opportunity identification, capture management, and technical solutions design. In the past 10 years, Harris has been strategically involved in growing the company from a <\$10M/year small business into a >\$100M/year mid-size firm.

Harris is a performance-oriented professional with over 25 years of experience in strategic planning, business development, marketing, sales, and business administration in various industries. She has 10 years of experience serving as Chief Executive Officer for a small business providing technical services within the government sector. In this role Harris was accountable for financial performance, personnel management, business development, and strategic growth.

Harris is well-versed in the government procurement process and has led numerous large government proposal efforts (>\$100M). She has extensive experience providing support on government proposals, including developing and implementing capture plans; managing the proposal process; developing/structuring teaming arrangements; developing win strategies and technical content; and participating/leading review teams.

Harris holds a Bachelor's degree from California State University, Los Angeles, and a Master's degree in Business Administration (M.B.A.) from the University of Tennessee, Knoxville.