

KAREN HARRIS BIO

Karen Harris serves as Chief Strategy Officer at Boston Government Services (BGS), where she is responsible for aligning corporate strategy with the evolving needs of government and commercial customers while driving sustainable growth and reinforcing BGS's position as an industry leader. Our focus is on aligning integrated systems, technologies, processes, and services with customer needs to drive operational excellence, long-term sustainability, and predictable mission performance.

Previously, Ms. Harris led BGS's Energy & Environment business unit, with full responsibility for profit and loss, workforce productivity, financial planning, resource allocation, and execution of the business unit's strategic plan. In this role, she supported programs aligned with next-generation energy technologies and environmental missions critical to the DOE complex, emphasizing disciplined project delivery, infrastructure performance, and mission reliability.

Ms. Harris also served as Vice President of Strategy and Business Development, overseeing the full business development lifecycle, including opportunity identification, capture management, and technical solution development. Over the past 12 years, she has played a central role in growing BGS from a small business generating less than \$10 million annually into a mid-sized firm exceeding \$100 million in annual revenue.

A performance-oriented executive with more than 25 years of experience, Ms. Harris brings deep expertise in strategic planning, government contracting, business development, and executive leadership. She has also served for a decade as Chief Executive Officer of a government-focused technical services firm, with accountability for financial performance, personnel management, and strategic growth.

Ms. Harris is highly experienced in the federal acquisition process and has led numerous large-scale government proposal efforts exceeding \$100 million. Her work consistently emphasizes collaboration, best-practice sharing, and alignment between contractor capabilities and federal mission needs.

She holds a Bachelor's degree from California State University, Los Angeles, and a Master of Business Administration from the University of Tennessee, Knoxville.