

Biographical Information for:



Lt Gen (retired) Everett H. Pratt Jr.
Senior Consultant
DoD Acquisitions & Strategic Planning

Mr. Pratt brings nearly 50 years of proven leadership and organizational effectiveness to Winning Through Words, LLC, with a history of leading large military organizations, United States Air Force (USAF) source selection, and building high-achieving business development teams as a Vice President for Northrop Grumman Systems Corporation. His extensive knowledge of government acquisition processes, capture, strategy development, and proposal development across domestic and international markets provides Ev with the executive-level critical thinking skills and proven experience needed to help your company achieve its new business growth goals.

During his distinguished USAF career, Lt Gen (ret.) Pratt served as Vice Commander of the United States Air Forces in Europe and Commander of the 19th Air Force. In addition to being a command pilot with more than 4,000 flight hours, he also served in multiple roles for numerous USAF acquisitions, including that of Source Selection Authority (SSA) and Source Selection Evaluation Board (SSEB) chairperson.

Since retiring from Northrop Grumman in 2008, Mr. Pratt has remained very involved in the DoD acquisitions world, serving as an independent consultant for numerous large defense companies, helping them determine product requirements, participating in strategy development sessions, and serving as a key proposal reviewer for several very large proposal efforts. While at Northrop Grumman, Mr. Pratt served as Vice President, Business Development, leading a multi-national business development team to over one billion dollars in sales annually. He also served as Vice President, RF Combat Information Systems (RFCIS), where he led the organization's substantial growth of new digital electronic warfare technologies and expanded into numerous adjacent markets.

With a proven history of developing innovative strategies to enhance capture effectiveness and adding significant value as an executive-level proposal reviewer and contributor, Mr. Pratt looks forward to helping you maximize your Probability of Win (Pwin).

