



College of Engineering  
Department of  
Mechanical & Industrial Engineering

## The Sidney E. Fuchs Seminar Series

3:30-4:30pm, Friday, April 12, 2013

Frank Walk Room



# Strategic Networking

The most important skill you can own

by **Sidney E. Fuchs\***

President and Chief Executive Officer

MacAulay-Brown, Inc. (MacB)

When you have the substance (education, intelligence, work ethic, integrity, etc.) your Network can make the difference between success and failure. Cultivating genuine human relationships, managing them and integrating them into every day professional life is a skill that can be developed and is an invaluable tool for one's career. The speaker offers unique perspectives on the subject emanating from over twenty five years of experience ranging from the technical level to the top executive level.

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LSU BSME ('86) and MSME ('87). Author of "Get Off the Bench: Unleashing the Power of Strategic Networking Through Relationships." Former Central Intelligence Agency officer recipient of numerous commendations. Served as director of Advanced Programs at Oracle Corporation and Digital Equipment Corporation. Former director of Global Strategic Services at Rational Software Corporation. Served as president of Northrop Grumman Information Technology's Civilian Agencies Group, corporate vice president and officer of Northrop Grumman Corporation, and president/CEO of TASC, Inc., a Northrop Grumman subsidiary. Former president, CEO and a director of OAO Technology Solutions (OAOT). Served as Chief Operating Officer, Chief Executive Officer and director of ATS Corporation. Currently President, Chief Executive Officer and a director of MacAulay-Brown, Inc. (MacB), a leading National Security company headquartered in Dayton, OH with 2,000 employees worldwide that provides innovative engineering and technical solutions to Defense, Intelligence, Homeland Security and Federal agencies. As an executive Mr. Fuchs has a history of growing companies to more than double productivity and value in significantly short periods of time.

Member of the Louisiana State University (LSU) College of Engineering Hall of Distinction, and the LSU ME Alumni Achievement Club. Former member of the Intelligence Task Force in the Defense Science Board, member of the Board of Visitors, National Defense University (NDU), and an NDU Distinguished Visiting Fellow. Mr. Fuchs is also the Chairman of the Board of Governors of the Tower Club Tyson's Corner and Chairman of the LSU Department of Mechanical & Industrial Engineering Board of Advisors.

An active philanthropist and contributor to the community and the University. Husband to Susan and father to Bill, Bobby and Jim Fuchs.