

About Our CTO Bob Gourley

CIO Magazine Top 100
for 2007

Infoworld Magazine
Top 25 CTO for 2007

AFCEA Intelligence
Community Award
2008

Washingtonian
Magazine Top 100 DC
"Tech Titans" for 2009

Gov Fresh Top 25
Most Fascinating
Communicators in Gov
IT 2009

Our Blog:

<http://CTOvision.com>

Open Evaluations:

<http://CTOlabs.com>

Find Us Online At:

<http://crucialpointllc.com>

Crucial Point is a due diligence and technology research firm

Our focus is on understanding the federal environment, including the technologies and corporate ecosystem serving the government's mission needs. Our clients include large private equity firms, venture capital firms, and businesses seeking evaluations prior to M&A.

Crucial Point is extensively networked into the Intelligence Community, Department of Defense, Civilian Government, the Defense Industry, and small businesses on the edge of innovation. We offer a variety of services that focus on technology and its impact on mission success, national security, and continuity of operations. Crucial Point identifies, refines, and hones game changing technology.

Crucial Point offers the following services:

Technology Assessments - Our knowledge of the technology field coupled with mission experience enables Crucial Point to provide detailed, factual assessments regarding the viability of a technology. Our technology expertise and understanding of capabilities can help shape and inform M&A strategies.

Technology Research - Our experts assess the relevance of technology to support situational awareness and decision making. We prepare customized reports and tailored briefings on technology and provide context on IT focused on mission needs.

Technology Services - We provide design help with Cloud Computing, IT infrastructure, and data center design. We understand public cloud, private clouds, and how to implement them. We track technology trends from data centers in a box to thin client emplacement.

Market Assessment and Business Development - Knowledge of missions, incumbent technologies, and future plans can help shape marketing strategies for maximum penetration and successful adoption.

Cybersecurity - We provide analysis of solutions, products and strategies associates with cybersecurity, including market potential analysis, product offering development and marketing/messaging creation.

Partnering for Technology Acceleration - We know the technology ecosystem and the tech leadership in all major systems integrators and in large IT enterprises (including the federal government).

World-Class-Best Due Diligence - Our due diligence associates include enterprise-grade CTOs and CIOs from organizations like DIA, CIA, ONI and former CEOs from federal integrators and large IT firms.