

## **Jeff Ryder**

***Founder & CEO, Glacier Point***

Jeff Ryder is a strategy and innovation advisor with broad experience in aerospace & defense. He is Founder and Managing Director of Glacier Point, an advisory firm focused on strategy, innovation and investment solutions that enable industry and government to better source, develop and deploy technologies that save lives and advance the interests of the United States and its allies. Through his work with Glacier Point, Jeff works with established aerospace & defense companies, commercial technology companies, private investors, and government agencies to drive growth and value creation in aerospace & defense, while increasing connectivity and collaboration across the Defense and National Security ecosystem.



Jeff was the Chief Strategy Officer at Exelis, a \$5B diversified aerospace, defense and information solutions company in McLean, Virginia. Jeff joined ITT in 2010 and helped lead the spin-off of ITT Defense, the creation of Exelis, and the development and execution of the Exelis corporate strategy. He drove numerous corporate activities, including management of the corporate strategic planning process, development of three strategic growth platforms, spin-off a \$1B+ technical services portfolio, M&A strategy, management of restructuring projects, implementation of a company-wide customer relationship management system, leadership of the due diligence process in the sale of Exelis to Harris, and leadership of the pre-merger integration of Exelis into Harris. Over the period Exelis returned 170% to its shareholders despite a severe market downturn.

Prior to joining ITT and Exelis Jeff was Director of Advanced Energy Programs at BAE Systems, Inc., in Arlington, Virginia, where he led an integrated project team in the development of power and energy solutions in military, civil and renewable energy markets. In other roles he managed strategic planning, market analysis and strategic initiatives for \$20B of US-based businesses.

Jeff was a Senior Associate on the commercial aerospace & defense team of Booz Allen Hamilton, where he led strategy management teams in support of Fortune 500 aerospace, defense and energy clients. Earlier in his career Jeff was a senior analyst with CSP Associates, where he provided M&A, strategy and program support to industry, private equity and NASA clients.

Jeff began his career in the Peace Corps, serving two years in Uzbekistan. He has a BA from Skidmore College, a MALD in international security policy from the Fletcher School at Tufts University, and a MBA from Georgetown University, with additional studies at the Wharton School of Business, the International Space University, Harvard University, Cambridge University and the London School of Economics. Jeff lives in Arlington, VA with his wife Dewi, daughter Avery, son Brisco and dog Champ. He enjoys travel, wildlife, skiing, scuba diving, music, military history and football.