

Media Kit

Get Off The Bench: Unleashing The Power of Strategic Networking Through Relationships **By Sidney E. Fuchs**

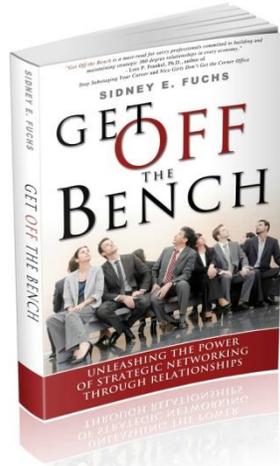


Table of Contents

| | |
|--|---|
| Sidney E. Fuchs, Author Bio..... | 2 |
| Sidney E. Fuchs, Technology Industry Executive..... | 3 |
| <i>Get Off The Bench</i> Official Press Release..... | 5 |
| Official Photos | 6 |
| Cover for <i>Get Off The Bench</i> | 7 |
| Book Jacket for <i>Get Off The Bench</i> | 8 |

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Sidney E. Fuchs

Author and Technology Industry Executive

Sid Fuchs grew up on the banks of the Mississippi River in New Orleans, the youngest of four children of an auto mechanic and homemaker, and worked his way through engineering school at Louisiana State University (LSU) to become a Central Intelligence Agency (CIA) Officer, Fortune 100[®] corporate executive and four time CEO, two time political appointee, National Security authority, accomplished musician, published author, and devout family man all by the age of 50. Along the way, he learned – and more important, put into practice, what you can't learn in school or in a book – how to effectively read situations and people in order to manage outcomes, build strategic relationships that provide valuable connections and opportunities, and how to build and manage a personal brand that gets you noticed for the right reasons.

By 1987, Fuchs had graduated from LSU with BS and MS degrees in Mechanical Engineering and was ready to take on the world. His first stop was as a young CIA officer where he lived and traveled throughout the world for several years supporting and leading missions of National importance. Following his time in the CIA, where he was a highly decorated officer, he spent the last two decades in corporate America, working his way up the ladder from a sales manager at Digital Equipment Corporation to the CEO of a \$1.4 billion dollar business unit of Northrop Grumman to his current position of President and CEO of [MacAulay-Brown, Inc.](#), a multi hundred million dollar corporation that provides advanced engineering and technology solutions in support of the Country's global security efforts. Fuchs has also held political appointments by the White House and Secretary of Defense to the National Defense University Board of Visitors and the Defense Science Board Task Force on Intelligence and continues to support special projects for the defense and intelligence community. In 2012, Fuchs published his first book, [“Get Off the Bench: Unleashing the Power of Strategic Networking Through Relationships”](#). The book discusses tips, techniques, and rationale behind developing powerful relationships that lead to fulfillment and success.

Through effective and humorous storytelling, on sometimes “dry” subjects including leadership, business strategy and operations, building teams and organizations, professional and career development, networking and relationships, Fuchs takes the approach of articulating those “a-ha” moments during his discussion in a way that helps the audience actually implement the strategies and concepts he describes. His belief is that all too often, people in various stages of their life and career – fresh college graduates, those considering a career change or starting a new business, or professionals evaluating their progress against career goals – need real life perspectives and experience to help them not only understand the landscape, but what is possible and what should be avoided. His focus is the optimization of everyone's potential which leads to goal achievement.

Fuchs has been happily married for over 25 years and has three sons. He is an avid Harley rider, guitarist and drummer, writer, mentor, and community philanthropist. In his “spare” time he leads large, complex companies, breaks convention and conformity whenever he can, and sits on the Boards of several community, corporate, and educational institutions and is the Executive in Residence in LSU's College of Engineering. A recognized thought leader, he has published dozens of articles and given even more speeches throughout the world. His decades-earned reputation is one of a creative but focused leader who gets things done while having fun, never stops learning, promotes and mentors his people, builds great teams, doesn't accept excuses from himself and others, and never confuses activity with results.

Sidney E. Fuchs

President and Chief Executive Officer (CEO) of MacAulay-Brown, Inc. (MacB)

Since 2011, Sid Fuchs has been the President and 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 advanced technical solutions to Defense, Intelligence, Homeland Security and Federal agencies. He is a nationally recognized business leader and National Security authority with over 25 years experience in government, industry, and academia with a focus on developing exceptional teams, strategies, operations and results.

In 2013, Mr. Fuchs was appointed by Louisiana State University (LSU) to the position of Executive in Residence for the LSU College of Engineering. In this official capacity, he provides thought leadership, course and seminar lectures, career development guidance, strategic planning and business operations assistance, and advisory services to the administration, students, and faculty of the University and College.

Prior to MacB, he was the Chief Executive Officer and a director of ATS Corporation (NYSE Amex: ATSC), a Government IT Services leader in software and systems development, systems integration, network engineering, IT infrastructure operations, and strategic consulting serving the Defense, Intelligence, Public Safety, and Federal Civilian Agencies markets. ATS Corporation was acquired by Salient Federal Solutions in 2011.

In 2007, he was recruited by John F. Lehman & Company (JFLCO), a leading mid market private equity firm focused on the Defense and Maritime industries, to be the president and CEO and a director of OAO Technology Solutions (OAOT), a global provider of Managed IT services and solutions to Fortune 500® companies, global outsourcers, and government agencies in over 200 locations worldwide. Under Mr. Fuchs' leadership, OAOT doubled its profitability, increased revenue and expanded market share. As a result, he enabled JFLCO to realize an investment return by positioning OAOT for a successful sale in January 2010 to Platinum Equity, one of the largest private equity firms in the world with over \$27B in aggregate portfolio company revenue.

Prior to OAOT, Mr. Fuchs was a corporate vice president and officer of Northrop Grumman Corporation (NYSE: NOC), a Fortune 100® Aerospace and Defense company with over \$30B in annual revenues where he held the position of president and CEO of TASC, Inc., a Northrop Grumman subsidiary providing systems development, engineering and operations expertise to Intelligence and Defense agencies. Under his leadership, TASC grew organically from \$450M to over \$1.2B in annual revenue with 5,000 employees in four years and received numerous commendations for their significant contributions to our Nation's global security efforts. He was also president of Northrop Grumman Information Technology's Civilian Agencies Group, a \$1.4B unit delivering IT services to the Healthcare, Homeland Security, Public Safety, and Federal Civilian markets, and led that unit to post first time growth and new contract wins in several years. Prior to Northrop Grumman, he was the director of Global Strategic Services at Rational Software Corporation (NASDAQ: RATL) and led teams that were responsible for the design and implementation of complex commercial and government software systems throughout the world. Mr. Fuchs was also the Director of Advanced Programs at Oracle Corporation (NASDAQ: ORCL) and Digital Equipment Corporation (NYSE:DEC), where his product sales and engineering teams supported the defense and intelligence communities and consistently exceeded performance targets.

Mr. Fuchs is a former Central Intelligence Agency officer, having served at domestic and foreign posts and also on assignment with the US Air Force and the National Reconnaissance Office (NRO). As an operations officer, foreign nuclear weapon and ballistic missile systems analyst, and program manager for

several large-scale, multi-billion dollar space and ground based intelligence collection and communication systems, he participated in and led missions of National and global importance. He is a graduate of the CIA Special Operations and Training School and has received commendations and recognition from the Director of Central Intelligence, the US Defense and Intelligence Community, and other government organizations in the US and abroad.

In 2012, Mr. Fuchs was inducted into the [Louisiana State University College of Engineering Hall of Distinction](#) in recognition of his lifetime of achievements and contributions to the engineering profession. In 2010, Mr. Fuchs was given a commission by Virginia Governor Robert McDonnell to the Global Strategies Council, an interstate advisory body that serves as an advocate for 13 Southern states on international economic development including trade, immigration, investment, education and transportation. In 2008, the Undersecretary of Defense for Intelligence appointed Mr. Fuchs to the Defense Science Board (DSB) as a member of the Intelligence Task Force where he was a co-author of the DSB report *“Operations Research Applications for Intelligence, Surveillance, and Reconnaissance”*. Upon nomination by the White House in 2002, he received an appointment by Secretary of Defense Donald H. Rumsfeld to the Board of Visitors, [National Defense University](#) (NDU) and in 2003 was named an NDU Distinguished Visiting Fellow. In 2000, the Undersecretary of Defense for Acquisition selected him for a Tri-Service Assessment Team for the Future Combat Systems program. He continues to support and participate in various strategic planning exercises and special projects for the Department of Defense and Intelligence Community.

Mr. Fuchs is 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. He is a former director of Camber Corporation, Applied Research Associates, Roam Secure, Inc., and Geocent, Inc. and over his career has advised several public and private corporations and private equity firms. He is a former board member of the CEO Panel for the Information Technology Association of America, AFCEA International, the NRO Senior Advisory Panel, Millennium Bank, the Joint Military Intelligence College Foundation, and the Fairfax County Public Library Foundation. In 2000, he established the first scholarship fund for the e-Commerce Program at the Northern Virginia Community College and was the Chairman of the American Heart Association’s 2000 Young Executive’s Campaign.

He earned BS and MS degrees in Mechanical Engineering from Louisiana State University and has completed executive programs at the University of Virginia Darden School, the University of Pennsylvania Wharton School, Harvard University, and the University of Chicago Graduate School of Business.

Mr. Fuchs is the author of [“Get Off the Bench: Unleashing the Power of Strategic Networking Through Relationships”](#), a book that discusses the techniques and benefits of building and sustaining professional relationships. A recognized thought leader, Mr. Fuchs was recently profiled in [“Profiles in Success”](#), a highly respected publication that highlights successful business and community leaders in the Washington, DC area. He is an internationally published author and speaker on Globalization, Government Markets, Information Technology, Intelligence and National Security, Homeland Security and Public Safety, Professional Development and Education, Leadership, Business Strategy and Operations, and Organizational Change.

Sidney E. Fuchs Releases *Get Off the Bench*

Business leader's book on the power of networking empowers readers to take an active role in building strategic networks

Vienna, VA – May 22, 2012 — [Sidney “Sid” E. Fuchs](#), respected Washington, DC-based business leader and defense industry executive, released his first book today. [Get Off the Bench: Unleashing the Power of Strategic Networking Through Relationships](#) is a smart, common sense guidebook for people in need of networking advice and strategies. As technology, globalization, and world events demand more connectivity, building and maintaining a powerful network is more important than it has ever been.

“I’ve seen the power and value of the network during the course of my career and I wanted to inspire and help those for whom networking feels out of reach, unnatural, or forced,” said Fuchs. “I’m convinced that networking can be a natural thing for all of us as we go about our personal and professional lives. I hope that the experiences, stories, concepts, and techniques shared in this book will help everyone who wants to improve their networking skills and relationships.”

Fuchs is the President and Chief Executive Officer (CEO) of MacAulay-Brown, Inc. ([MacB](#)), a premier engineering and technical services company headquartered in Dayton, Ohio with over 2,000 employees worldwide. Previously, he served as CEO and a Director of ATS Corporation (NYSE Amex: ATSC); President and CEO of OAO Technology Solutions (OAOT); and Corporate Vice President and Officer of Northrop Grumman Corporation (NYSE: NOC). Fuchs is a former Central Intelligence Agency (CIA) Officer, having served in a variety of management and operations roles in domestic and foreign assignments. Fuchs has been the Chairman of [The Tower Club](#) Tyson’s Corner since 2009.

Get Off the Bench guides the reader through the necessary steps to build and maintain a strategic network based on goals and objectives. It emphasizes stories, concepts, techniques, and numerous examples of how strategic networking is accomplished, what is to be avoided, and how value is created for all involved. As Fuchs reiterates throughout the book, “When you need a relationship, it’s too late to build it.”

“*Get Off the Bench* is a must-read for savvy professionals committed to building and maintaining strategic 360 degree relationships in every economy,” commented [Lois P. Frankel](#), Ph.D., author of *Stop Sabotaging Your Career* and *Nice Girls Don’t Get the Corner Office*.

Get Off the Bench is now available at [Amazon](#), [Barnes & Noble](#), and on [iPad](#) and [Kindle](#).

About Sid Fuchs

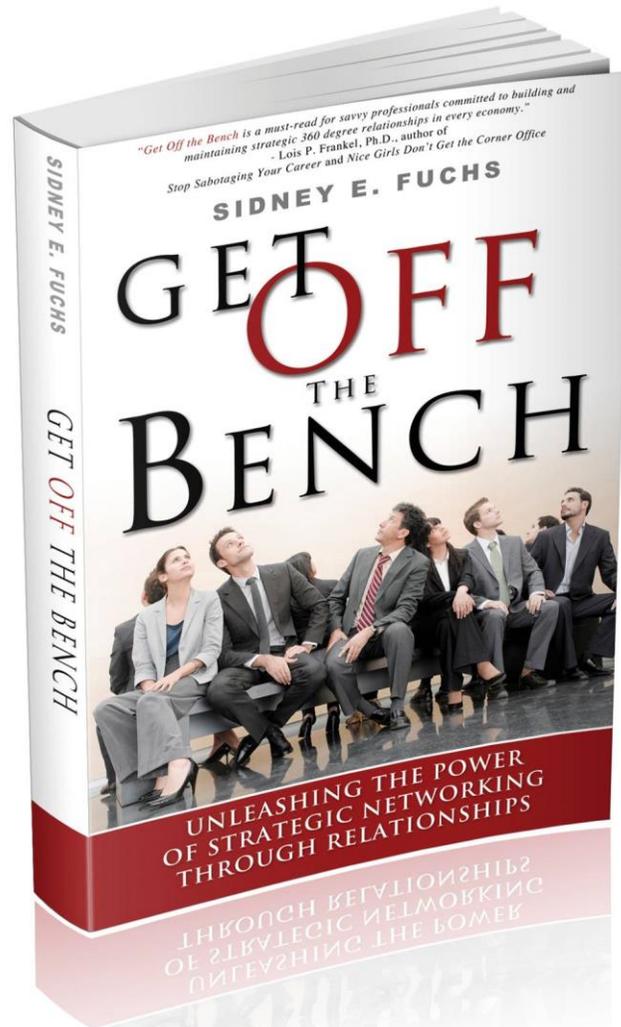
Sid Fuchs grew up on the banks of the Mississippi River and has been building relationships since he can remember. From his younger days in New Orleans, through college at LSU, to the CIA, and then becoming the CEO of four different companies and holding two political appointments before the age of 50, he has learned and experimented with what works and what doesn’t when it comes to networking and developing relationships. Sid is the President and CEO of MacAulay-Brown, Inc. (MacB), a multi-hundred-million-dollar defense and technology company. He earned his BS and MS degrees in Mechanical Engineering from LSU. He lives in Northern Virginia with his wife and three sons. Follow Sid and find insights from the book on [Facebook](#), [LinkedIn](#), [Twitter](#), and [www.sidfuchs.com](#).

For interest in speaking engagements or interviews, please contact Piper Conrad at piper.conrad@gmail.com.

Official Photos of Sidney E. Fuchs



Book Cover for *Get Off The Bench*



Book Jacket for *Get Off The Bench*

GET OFF THE BENCH

"In *Get Off the Bench*, Sid Fuchs pulls back the curtain on his secrets for building and sustaining a network that makes a difference. This is the definitive book on the subject for anyone who wants to learn how to play from a master of the game." - Scott Eblin, author, *The Next Level: What Insiders Know About Executive Success*

"Sid's charismatic style puts people at ease. In a clear, concise and personable manner, Sid describes why relationships are so important to each of us and how we can develop them without feeling like we have to work at it." - Stephen Mann, Managing Partner, Rock Creek Partners, LLC

"Sid gets it. He brings practical and valuable how to methods for creating and maintaining meaningful relationships. A sensible and concise must-read." - JD Kathuria, founder and CEO of WashingtonExec

Create Value Through Relationships

Are you someone who gets off the bench and into the game by realizing the value and importance of people and networking, or do you stay on the bench and on the sidelines altogether? Strategic networking will help you create powerful relationships, achieve goals, and most importantly, give you the opportunity to help those in need. **GET OFF THE BENCH** takes you through stories, concepts, techniques, and numerous examples of how strategic networking is accomplished, what is to be avoided, and how value is created for everyone involved. As technology, globalization, and world events continually drive for and demand more connectivity, building and maintaining a powerful network is more important than it has ever been.



Sid Fuchs grew up on the banks of the Mississippi River and has been building relationships since he can remember. From his younger days in New Orleans, through college at LSU, to the CIA, and then to being the CEO of four different companies and holding two political appointments before the age of 50, he has learned and experimented with what works and what doesn't when it comes to networking and developing relationships.

Sid is currently the president and CEO of MacAsly Brown, Inc., a multi-hundred million dollar defense and technology company and has served on several corporate, not for profit, and federal advisory boards. He earned BS and MS degrees in Mechanical Engineering from Louisiana State University.

He can be found in Northern Virginia with his wife and three sons and on LinkedIn at <http://www.linkedin.com/in/sidfuchs>.

SIDNEY E. FUCHS

GET OFF THE BENCH

"*Get Off the Bench* is a must-read for savvy professionals committed to building and maintaining strategic 360 degree relationships in every economy."
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GET OFF THE BENCH



UNLEASHING THE POWER OF STRATEGIC NETWORKING THROUGH RELATIONSHIPS

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