

Candidate 3 – Scott J. Freeman

From: [REDACTED]
To: [Board](#)
Subject: County Recorder Vacancy: Call for Letters of Interest
Date: Monday, February 10, 2025 1:06:37 PM
Attachments: [Freeman Letter of intent.docx](#)
[Freeman Scott executive.docx](#)

CAUTION: EXTERNAL EMAIL*

Cochise County Board of Supervisors, Clerk of Board,

I am writing to formally notify you of my intent to be considered for the Cochise County Recorder vacancy following the departure of Mr. David Stevens. Please consider this letter, along with my attached letter of intent and résumé, as my official submission for consideration.

With a strong background in program management, IT governance, legal compliance, and public service, I am eager to bring my expertise to this vital role and to continue the important work of the Recorder's Office in serving the citizens of Cochise County. I welcome the opportunity to discuss my qualifications further and look forward to the selection process.

Please confirm receipt of this submission at your earliest convenience. Thank you for your time and consideration.

Regards,

Scott J. Freeman
President, FENES LLC

[REDACTED]
[REDACTED]
fax: 520-417-9475

email: [REDACTED]

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Scott J. Freeman

[REDACTED]

Sierra Vista, AZ [ZIP Code]

[REDACTED]

[REDACTED]

30 January 2025

Clerk of the Board, Cochise County Board of Supervisors
Cochise County Recorder's Office
1415 W Melody Ln, Bldg G,
Bisbee, AZ 85603

Subject: Letter of Intent for Cochise County Recorder Position

Dear Hiring Committee,

I am writing to formally express my intent to apply for the position of Cochise County Recorder. My motivation for seeking this role is deeply rooted in a commitment to service, a belief in the importance of the Recorder's Office, and a desire to bring my extensive leadership and technical experience to bear for the benefit of Cochise County.

First and foremost, I want to build upon the strong foundation established by David Stevens, continuing the improvements he has made while identifying new opportunities to enhance efficiency, transparency, and security in the Recorder's Office. I recognize the critical role this office plays—not just in managing public records, but in ensuring the integrity of our elections, a responsibility that I take very seriously.

Beyond that, as a long time registered Republican and a political conservative, I have a genuine passion for giving back to Cochise County. After years of serving in both the public and private sectors, I see this position as an opportunity to apply my experience in program management, IT governance, legal compliance, and financial oversight to serve my community directly. I believe that fair, secure, and well-managed elections are the backbone of our democracy, and I want to ensure that our county remains a model of efficiency and integrity in this regard.

Additionally, I know I can have a meaningful impact in this role given my background in cybersecurity, records management, and operations leadership. Having successfully managed multi-million-dollar programs and overseen complex legal and regulatory frameworks, I am confident in my ability to navigate the challenges of this position while driving positive change.

And, if I'm being completely honest, after years of working as a retired U.S. Army Soldier and Government contractor, I'm eager to step into a leadership role where I can make a lasting, direct impact on the county I call home.

I would welcome the opportunity to discuss how my skills and experience align with the needs of the Recorder's Office. Thank you for your time and consideration, and I look forward to the chance to serve the residents of Cochise County.

Sincerely,

Scott J. Freeman

[REDACTED]

[REDACTED]

fax: 520-417-9475

email: [REDACTED]

SCOTT J. FREEMAN

Information Technology – Telecommunication – IT Engineering – Information Assurance – Cyber Security
Sierra Vista, AZ 85635 • ()

SENIOR INFORMATION TECHNOLOGY OPERATIONS EXECUTIVE

Chief Information Officer – Chief Information Security Officer – Vice President of Information Technology

Exceptional record of achievement directing technology and business development operations at the national and global levels, with special expertise in the areas of cyber security, health IT, and professional services. Excel at preparing and delivering successful proposals as large as \$860M, overseeing multi-project technical programs, and producing billions of dollars in revenue. Highly adept at negotiating agreements, building and leading top-performing teams, and administering multimillion-dollar budgets. Strong technology background with multiple certifications.

Key Skills:

IT Operations – Project Management – Program Management – IT Governance – Agile Methodology – Six Sigma Strategic Planning – Problem Solving – Best Practices – Leadership – Proposals – Financial Management – Quality Talent Acquisition – Negotiations – Logistics – Technology Development – Technology Deployment – Cost Control

Demonstrated Value:

- Delivered billions of dollars in revenue by leading the capture of large technology project contracts.
- Managed hundreds of millions of dollars in complex projects for civilian and military organizations.
- Prepared a vital multi-year Air Force contract that produced >\$1B in revenue.
- Reversed a program with a negative 2.5% margin and built it to 10% in only 2 years, with a \$21M final value.
- Played a major role in a company's growth from \$150M to \$300M in only 3 years.
- Carried out extensive technology evaluations for multiple defense organizations.
- Architected innovative security, authentication, authorization, and integration architecture solutions for clients.
- Recipient of the Bronze Star (4x) and recognized as a US Army Instructor of the Year.

PROFESSIONAL EXPERIENCE

ALL NATIVE GROUP, Sierra Vista, AZ

2017 – 2024

Director of Operations (2020-present)

Promoted to oversee business development for this \$300M consulting firm specializing in IT, cyber security, telecom, professional services, health IT, project management, and logistics for the federal/military sector. Manage proposals and pricing, relationship development, contracts, growth, and more. Serve as a Program Manager, Enterprise Architect, Cyber Security Subject Matter Expert (SME), Proposal & Technical Writer, and Technical SME. Supervise >120 individuals across 5 teams. Negotiate multimillion-dollar agreements.

- Delivered dozens of winning proposals with an average win rate of 70% by creating effective strategies.
- Developed the proposal that led to a \$20M DHS USCBP cyber security contract win and managed the project.
- Served as the Project Manager for Office of Naval Research, Scott AFB Cyber Security, PAQR, and National Institute of Health projects ranging from \$7M to \$20M.
- Performed as the Cyber Security Technical Issues SME for all the All Native Group companies.
- Facilitated \$22M in organic growth in 1 year through effective business development.
- Spearheaded a team that won an \$860M Remote Piloted Aircraft IT contract with the US Army.
- Took over and turned around a failing program, reversing years of negative margins.
- Saved millions of dollars by streamlining operations and introducing cost-cutting measures.
- Recognized for managing the highest grossing business line, achieving the lowest employee turnover rate, and producing the highest organic growth.

Program Manager, System Engineering – All Native Managed Services (2017-2020)

Selected to manage a new contract with NETCOM. Oversaw planning, direction, contract administration, client relations, program review, risk mitigation, scheduling, change management, continuous improvement, and more.

- Delivered \$6M in new revenue by preventing NETCOM from divesting an existing contract and by reworking the old contract into a new program with a multi-year commitment.
- Maximized quality by leading continuous improvement investigations and risk mitigation efforts.
- Drove business growth by identifying new opportunities and negotiating new contracts.

FENES, Sierra Vista, AZ
President**2006 – Present**

Directed all business operations for this technology consulting firm specializing in telecom, network engineering, IT, systems design and integration, program management, CIO/CISO services, cyber security, enterprise architecture, project management, and financial management. Served as an Engineering Program Manager, Enterprise Architect, and Cyber SME Program Manager. Responsible for project teams, budgets, contracts, and customer relations.

- Led the preparation of 24 SCA accreditation packages to obtain Risk Management Framework (RMF) accreditation for the company.
- Facilitated \$2.1B in revenue growth by leading business development teams and activities.
- Spearheaded the architecting and delivery of data center infrastructure management, capacity management, network performance management, software-defined networking, and SOA analysis solutions.
- Managed the integration of IBM Rational JAZZ toolset for Veterans Affairs, including all testing.
- Served as the SME for Certification & Accreditation (C&A) processes and DIACAP-related initiatives.
- Created complex configuration control, test, project, concept of operation, procedural, and system design plans, implementation strategies, project work breakdown structures, and risk mitigation and management plans.
- Directed multiple teams in the integration of all US Army NETOPS services and capabilities into a single architecture with comprehensive information sharing and a leadership dashboard.
- Carried out all systems design for all DISA campus networks to support the move to a new facility.

CAREER NOTES: Previously held the positions of **Principal Systems Engineer/Site Manager** with COMPUTER SCIENCE CORPORATION. Details available on request.

Retired US Army, Bronze Star awardee.

EDUCATION

BS in Information Systems Management, University of Maryland
Course work in Electrical Engineering and Pre-Med, University of Wisconsin-Milwaukee

CERTIFICATIONS

Project Management Professional (PMP)
CompTIA Advanced Security Practitioner (CASP)
CompTIA Security + CE
Certified Information Systems Security Professional (CISSP)
Cisco Certified Network Associate (CCNA) (expired)
ITIL Foundations v3
Certified ATM Engineer
Certified Technical Control Facility Technician
Certified Telecommunications Analyst/Engineer

AFFILIATIONS

Association of the United States Army (former Director of IT, former Chairman of Programs)
Institute of Electrical & Electronics Engineers (IEEE)
Armed Forces Communications Electronics Association (AFCEA)
International Test & Evaluation Association (ITEA)

ADDITIONAL INFORMATION

Security Clearance: Active Top Secret DoD Clearance

Military Service: United States Army (Communications Installation Program Manager, Lead Instructor, Engineer)

Publications & Presentations: Complete list of more than 30 proposals, papers, presentations, and books available

Technical Skills: MS Office, CAD, Visio, AI platforms, eMass, IBM Rational, CASE, Project, SONET, ATM, Microwave, Satellite, Iridium, DWDM, fiber optics, T1/DS-1, T3/DS-3, WAN, LAN, Frame Relay, routers, servers, Pascal, Fortran, COBOL, ASCII, Basic, RPG, C+, C++, ADA, LISP, and more

Languages: Conversational German