

MILCOM:08

ASSURING MISSION SUCCESS

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Bill Schmidt

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Vice President, Government Services
XTAR, LLC

Bill Schmidt is responsible for the business development, sales, and marketing of XTAR's unique X-band services to the civil and military sectors of the U.S. government, including the Departments of Defense (DoD), State and Homeland Security, as well as allied governments.

After serving three years as a U.S. Army Air crewman, Schmidt began his career in aerospace and defense with the Link Division of Singer with P&L responsibility for multi-million dollar government contracts. He continued in positions of increasing responsibility, working for Honeywell, Figgie International and other large multi-billion dollar multinationals. His career shifted into the telecommunications and information security arena when he joined Data Systems Analysts, Inc. Most recently, he was a senior staff member of ARTEL Inc., where he was responsible for growing ARTEL's overseas business and contributing to its strategic direction.