



The Honorable Donald W. Upson
Founder and Partner, ICG Consulting

Donald W. Upson currently is founder and partner of ICG Government, a government management and consulting practice. He sits on the Board of Directors for RTI, Inc. in Fairfax, the Fairfax County Education Foundation, the Virginia-China Business Technology Council, and numerous government technology conferences.

Previously Upson was President and CEO of Upson Group, LLC, an innovative technology consulting business he began in March of 2002 following his tenure as the Commonwealth of Virginia's first Secretary of Technology.

The First Secretary of Technology

Upson began his service as the Commonwealth's first Secretary of Technology, and the only one of its kind in the United States, in May 1998. Appointed by then Governor Jim Gilmore, Upson brought more than two decades of government, corporate, and high technology experience to the Commonwealth of Virginia's state government. He also served as transition Secretary of Technology for newly elected Governor Mark Warner from January to March of 2002.

Upson was the first cabinet-level secretary in the United States to have the responsibility of ensuring coordinated planning and effective development of the Commonwealth's public sector information technology resources. Among other duties, he also worked with the Commonwealth's fast growing information technology private sector to make Virginia an even better state for information technology businesses.

Leading a Charge for E-Government

Once he began his term of service to the Commonwealth, Upson took the initiative in addressing the needs of State and local government and presided as Chairman of the Governor's Council on Technology Services (COTS). The statutory COTS Council consists of 23 representatives from state and local government agencies and institutions and higher education. COTS is charged with implementing electronic government including procurement, services, communications and computing architecture, and coordination of technologies-based systems at all levels of government.

Defining Internet Policy

Upson also chaired the Governor's Commission on Information Technology, which played a national leadership role in defining actions states should take to promote responsible growth of the Internet. The Commission recommended the first comprehensive Internet policy, now law in Virginia and modeled by more than a dozen states and foreign governments. In addition to this Internet Policy Act, the Commission produced three other widely read reports covering the issues of a statewide technology investment strategy, technology workforce challenges, and a tax and regulatory environment for the Information Age.

Upson was instrumental in the formation of two additional Task Forces, Main Street to E-Street and Electronic Communities, which continue the mission of the Governor's Commission on Information Technology.

As the Secretary of Technology, Upson served on several Boards, Councils and Committees. They included the VIPNET Authority, Virginia's Center for Innovative Technology Board of Directors, College of Integrated Science & Technology Executive Advisory Council, Virginia's Workforce Council, VGIN Advisory Board, and Virginia's Commercial Space Flight Authority Board.

Marketing to Government

Before his appointment, Upson was Vice President of Business Development at Litton PRC. Joining the company in 1992, he was responsible for strategic relationships and programs, advertising and media, and government affairs.

His Stint in Congress

From 1986 to 1992, Upson served as the Republican staff director of the House Government Operations Committee. He directed a staff of 17 and was responsible for all staff support for the 15 Republican Members of the committee. In this position, Upson played major roles in procurement reform initiatives, the Paperwork Reduction Act, the Chief Financial Officers' Act, the Inspectors General Act, and a host of trade-related legislation. He also was the principal Republican staff person responsible for the committee's comprehensive oversight of the information technology acquisition process.

Upson was the principal assistant to Congressman Frank Horton (R-NY) from 1982 to 1986. He was also director of regulatory affairs for Colt Industries from 1980 to 1982. He held the position of legislative assistant to Congressman Horton beginning in 1977, after his graduation from California State University Chico.

Awards and Speaking Engagements

Upson has been named to Federal Computer Week's Federal 100, which honors the top 100 government and industry leaders in the Federal information technology market, seven times and served as judge for this prestigious awards ceremony for two years.

Upson is a regular keynote speaker at e-government and technology focused conferences across the United States and worldwide including Italy, Brazil, Egypt, Taiwan, the United Kingdom, and Ireland.