



**New Director of Capture and Business Development at tiag®  
Identifies and Implements Transformational Technology Solutions for Customers**

RESTON, Va., July 21, 2017 – **tiag®** announces a key leadership appointment to help federal government and private sector organizations achieve strategic, transformational information technology initiatives for business and operations.

As tiag's new director of capture and business development, **David ("Dave") Balser** will lead the development and execution of comprehensive business development strategy in an increasingly complex, fast-paced marketplace. Working directly with key stakeholders in federal government and private sector organizations to help them define and achieve IT initiatives, Balser will capture problems and deliver innovative solutions for strategic development, business architecture and operations.

Adept in working with health IT providers, defense contractors, systems integrators and diverse organizations of all sizes, Balser will orchestrate winning teams of partners and people with expertise germane to each customer mission and organizational culture. Sustaining tiag's hallmark practice of value innovation, Balser will synthesize talents and tasks to deliver "the right solution" that solves their problems, makes a genuine difference and helps achieve multiple goals.

During his 30-year career in capture, program and portfolio management, and contract compliance, Balser has led initiatives for multi-faceted programs across defense, space, transportation, state, security, energy, agriculture, logistics and federal health agencies, as well as commercial health domains. A stalwart advocate for collaborative partnerships, Balser is credited for his in-this-together philosophy that moves missions forward. Esteemed for his prior humanitarian work, Balser leveraged the capabilities of his prior employers — Harris Corporation and Dictaphone Corporation (now Nuance Communications) — to provide disaster response communications assistance during 9/11, Hurricane Katrina and the 2010 Haiti earthquake.

"Dave demonstrates a steadfast commitment to continued innovation and we're delighted to welcome him to team tiag to further develop our markets and deliver new technologies," says tiag chief strategy officer **Umang Modi**. "As tiag continues to evolve and build on our solid foundation of delivering genuine value, Dave's demonstrable expertise and success in this industry will be a tremendous asset to our customers."

**About tiag®**

Established in 1999 in Reston, Va., tiag (The Informatics Applications Group, Inc.) is an innovative management consulting and technology services firm esteemed for progressive technology solutions that transform business and advance critical missions. tiag takes pride in its people, achievements, processes and successes in leading program initiatives to support the security and health of those who serve military and civilian sectors of U.S. government. tiag's complementary services portfolio delivers focused expertise and support ranging from complex, enterprise-wide solutions to stand-alone custom projects. Please visit [tiag.net](http://tiag.net) to learn more.

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