



About Paul Campbell

Silos drive me crazy. Decades of experience across three overlapping and interconnected disciplines – government, business and law, has taught me cross-sector partnerships are required to build innovative and sustainable solutions. I started Navis Group – a national sales strategy firm in the state and local government sectors – to build cross-sector partnerships between government and business. Our proprietary approach and tools leverage your strengths to create long-term partnerships and grow your business with government.

I started my career as a federal agent investigating public corruption and procurement fraud. I learned how procurement works and how key individuals influence the process. Later, as a prosecutor I studied group decision making with juries; lessons that apply today with procurement selection teams. I then returned to private practice representing business interests and became a Partner at DLA Piper in Chicago.

I then attended Northwestern Kellogg School of Business. After graduation, I joined the leadership team of Central Management Services, a \$12B state agency in Illinois. We led a major initiative to create an enterprise-wide shared services organization and saved more than \$500M in its first 2 years. I was then appointed Director and worked to institutionalize private sector best practices across the state.

After the first term, I returned to the private sector to build a new B2G capability for United-Healthcare. The charter was to identify the right opportunities to pursue, develop the strategy to win, and guide the teams through the business, political and competitive issues. I also accepted a role as Senior Advisor at the University of Pennsylvania's Fels Institute of Government.

My work as a Federal Agent, Prosecutor, Partner at DLA Piper, Director of CMS, with UnitedHealthcare, and at the University of Pennsylvania helps me understand how government and business can leverage each other's strengths to find the best solution. We know that when government fails it carries more than just a financial cost – it has a massive human cost as well. I created Navis Group to help companies build great solutions for government. And if there's one thing I've learned throughout all of my stops, it's that relationships are still the key to building great business foundations, that's why at the Navis Group, we turn vendors into partners.