

Strategic Orientation

- **Increased procurement workload by 20% without a corresponding increase in operational expense**

I developed and enhanced meaningful metrics to refine reporting and provide superior operational visibility to key customers with spend of over \$350M. My action created an environment where funds could be committed when needed, contributed to a decrease in the opportunity cost of associated alternatives, and a more evenly distributed procurement workload. As a result customer operational planning and coinciding spend plan execution were optimized, and higher quality procurement was achieved (during a time when the overall procurement workload increased by 20%) without a corresponding increase in operational expense.

- **Set new standards and impacted the process for awarding contracts across the entire U.S. Government**

After personally awarding hundreds and overseeing the award of more than 10,000 supplier contracts, my decision to contract with a particular supplier was challenged by the General Accounting Office (GAO). Despite initial GAO success, my unwavering perseverance to ensure enterprise-wide procurement standards not only set a new higher quality operational execution precedent for my organization but also formed the basis of leadership support from both the Office of Management and Budget (OMB) and the Small Business Administration (SBA). As a result, the current administration incorporated corrective action into the Small Business Jobs Act of 2010 that admonished previous GAO action and impacted the process for awarding contracts across the entire U.S. Government.

- **Coordinated efforts to affect the more efficient material handling of cargo (the same tonnage moved with an average of 9,000 less man hours annually) and initially avoided costs of \$9M**

While managing the requirements the U.S. Army's legacy fleet of 20,000+ heavy tactical vehicles, I coordinated and led an effort to modify a Container Roll-in, Roll-out Platform Aircraft Interface Kit and eventually resulted in the further development of the Enhanced Delivery System-Air platform. The result of my effort was more efficient material handling of cargo (the same tonnage moved with an average of 9,000 less man hours annually) and initially saved the government the cost of further upgrading of truck loading platforms (a initial cost avoidance of over \$9M). When the impact of greater logistical efficiency was considered across annual fleet operations, additional cost savings was conservatively estimated at over \$100M.

- **Saved \$10M and changed strategy to enable higher equipment quality**

While serving in a combat environment, I conducted comprehensive cost/benefit analysis to demonstrate the most cost effective purchase of high net worth capital expenditures and obtained the best long term cost containment in both operational reliability and

supportability. My action resulted in minimizing life cycle savings conservatively estimated to be greater than \$10M (in the short term) and also successfully changed an acquisition strategy from one that had been motivated by political motives of influential foreign country embassy personnel to the optimal performance interests of those who would depend upon the equipment in battle.