

BILL BORCHARDT

ASSOCIATE, DAYTON AEROSPACE, INC.

PROFILE

Over 35 years of contracting and acquisition experience in the US Airforce (USAF) and with a major defense contractor. Experience in major systems development and acquisition; major systems upgrades; research and development (R&D); engineering and software support; construction; and operation and sustainment support. Hands-on experience with development and analysis of requests for proposals (RFPs); risk identification and mitigation strategies; identification, protection, and resolution of intellectual property (IP) issues; and licensing of IP. Colonel, USAF (retired).

PRINCIPAL AREAS OF EXPERTISE

Business Execution

Extensive experience developing business strategies, proposals, and resolving contract/business issues, including RFP terms and conditions analysis, risk identification and reduction/mitigation, and unique contract clause creation to ensure orderly performance. Expert in IP issues to include software and technical data rights, and IP licensing. Subject matter expert in Truth-In-Negotiation Act (TINA) compliance, Contractor Performance Assessment Reporting System (CPARS) and value engineering changes. Responsible for recruiting, training and developing contract and program management personnel.

Acquisition Management

Directed business/contract strategies for R&D, test, production, and modification of major systems at the USAF Armament Center and as Deputy Director at the USAF Space & Missile Center (SMC). Experienced in scientific and technical acquisition, major weapon system acquisition, operations and sustainment services, and resolution of complex acquisition/contracting issues.

Acquisition Strategy Development

Served as senior contracting official for Acquisition Strategy Panels (ASPs), Award Fee Boards, and Acquisition Reform Initiatives. Supported business-partnering activities including selling USAF range and test facilities to commercial firms. Contract lead for the AIM-120 Advanced Medium-Range Air-to-Air Missile (AMRAAM) value engineering program which reduced cost while sharing savings with contractors.



DAYTON AEROSPACE

4141 Colonel Glenn Hwy.
Suite 252
Dayton, Ohio 45431

P: (937) 426.4300

EDUCATION

MA, Management

Webster University

BS, Business Administration

University of Alabama

Program Manager's Course

Defense Systems Management
College (DSMC)

Executive Refresher Course

Defense Acquisition University
(DAU)

Contracts Leadership Institute

Lockheed Martin Corporate

Business Management Institute

Lockheed Martin Corporate

Air War College (AWC)

Army Command & General Staff College

Air Command and Staff College

KEY POSITIONS

Senior Manager, C-5 Program

Lockheed Martin Aeronautics

Director of Contracting

Air Force Armament Center (AAC)

Deputy Director of Contracting

Air Force Space & Missile Center
(SMC)

Chief, Scientific & Technical

Contracting

Air Force Material Command
(AFMC)

Director of Contracting

AMRAAM Joint Program Office

Director of Contracting

Air Force Armament Laboratory

WORK HISTORY

Associate | Dayton Aerospace, Inc.

2012-present, Dayton, OH

Senior consultant providing support to government and industry organizations in the areas of acquisition strategy, business and program management, and capture planning/proposal development.

Senior Manager | Lockheed Martin Aeronautics Co. (LMCO)

2000-2012, Marietta, GA

Led contracting and technical teams to develop business and proposal strategies, negotiate contracts, resolve contract and business issues, and provide advice and support to the \$8B C-5 aircraft program.

Director of Contracting | Air Force Armament Center

1997-2000, Eglin AFB, FL

Led 235-person contracting workforce in the execution of \$2B annual acquisition of weapon systems, base operational support, test and evaluation (T&E), and Air Force Armament Laboratory support.

Deputy Director of Contracting | Air Force Space and Missile Center (SMC)

1996-1997, Los Angeles AFB, CA

Co-led 400-person contracting workforce in the execution of \$8B annual acquisition of USAF satellite and launch programs and base operational support.

Chief, Scientific and Technical (S&T) Contracting | HQ Air Force Materiel Command (AFMC)

1993-1996, WPAFB, OH

Provided policy and guidance to USAF Laboratories. Regular interface with USAF Chief Scientist and senior USAF, Department of Defense (DOD), and industry personnel.

Director of Contracting | AMRAAM Joint Program Office

1991-1993, Eglin AFB, FL

Led 20-person contracting office for the \$1B annual AMRAAM program. Led DOD's largest value engineering contracting program—cutting costs and sharing savings with contractors. Helped resolve largest patent infringement case in the DOD.

Prior to 1991

- Director of Laboratory Contracting, USAF Armament Laboratory, *Eglin AFB, FL*
- Deputy Director, Contracting, Research, Development, Test & Evaluation, *Eglin AFB, FL*
- Staff Officer, AFMC, *Andrews AFB, MD*
- Contracting Officer, Night Attack Contracting Group, *WPAFB, OH*
- Contracting Officer, USAF Communications Headquarters, *Scott AFB, IL*
- Contracting Officer, Operational Contracting, *Dyess AFB, TX*

DAYTON AEROSPACE

4141 Colonel Glenn Hwy.
Suite 252

Dayton, Ohio 45431

www.daytonaero.com