

MIKE CAPPELANO

SENIOR ASSOCIATE, DAYTON AEROSPACE, INC.

PROFILE

Over 35 years of experience managing highly complex military system development and production efforts. Proven record of successful program and logistics management, execution, and transition through development to production ahead of schedule and below cost. Accomplished leader, manager and consultant with excellent communication, organization, teambuilding and people skills. Colonel, US Air Force (USAF) (Retired).

PRINCIPAL AREAS OF EXPERTISE

Proposal Management

Expert in all areas of the Department of Defense (DOD) acquisition system, including acquisition strategy, cost and fixed price contracting, systems engineering, program and risk management, request for proposals (RFP), and source selection procedures. Experienced proposal manager; led over a dozen proposal development efforts for several companies involving all Services with an over 85%-win rate. Extensive experience leading management, systems engineering, manufacturing, quality, technical, past performance, small business and executive summary volume development for numerous clients. Developed blue-rated products including past performance, management, integrated master schedule (IMS), risk management, statement of work (SOW) and work breakdown structure (WBS). Skilled in proposal strategy, theme and features-benefits development.

Program Management

Successful leadership of major programs through development and into production, including the \$1.4B USAF Large Aircraft Infrared Countermeasures (LAIRCM) program, the \$380M US Special Operations Command (SOCOM) Directional Infrared Countermeasures (DIRCM) program, and the \$23M Joint Modeling and Simulations System (JMASS) program. All development efforts exceeded performance requirements and were completed ahead of schedule and below cost. Successfully achieved USAF and SOCOM Service Acquisition Executive (SAE)-level milestone/gate approvals to commence major system development and production efforts on DIRCM and LAIRCM.

System Support

Expert in all aspects of system support and logistics. Former support manager for the \$1.1B Peace Shield command and control system for Saudi Arabia. Managed all spare parts, support equipment, technical manuals, and automatic test system development and procurement. System support manager for all F-22 acquisition logistics, valued over \$605M. Managed all support aspects from requirements formulation to site activation. As a consultant, developed LAIRCM Program Reliability, Availability, Maintainability (RAM) Plan which was praised by DOD experts. Retained by LAIRCM program to lead business case analysis (BCA) to select next generation Infrared Countermeasure (IRCM) defensive suite.

Test & Evaluation

Successfully transitioned two highly complex IRCM systems through development and operational test. Formed and led highly cohesive team of development and operational test centers, C-17 and C-130 program offices, and Air Mobility Command (AMC) and Air Force Special Operations Commands (AFSOC) through rigorous electronic warfare test process. Testing included digital modeling and simulation, hardware-in-the-loop laser, live missile fire, C-17 and C-130 flight, and missile sled-track tests. Resulted in Director, Developmental Test and Evaluation (DDT&E) and Air Force Operational Test and Evaluation Center (AFOTEC) approval to proceed with production Milestone C.



DAYTON AEROSPACE

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EDUCATION

MS, Business Management
Troy State University

BA, Psychology
College of the Holy Cross

Air War College

**Defense Systems Management
College**

KEY POSITIONS

Program Director
Large Aircraft Infrared
Countermeasures (LAIRCM)

Program Director
USSOCOM Infrared
Countermeasure Systems

Program Manager
Joint Modeling and Simulation
System

System Support Manager
F-22 Program Office

System Support Manager
Peace Shield Program Office

WORK HISTORY

Senior Associate | Dayton Aerospace, Inc.

2004-present, Dayton, OH

Support government and industry customers in a wide range of tasks including program management, strategic planning, systems engineering, program execution, market assessment, business capture planning, proposal development and review and business case analyses (BCA). Specialized expertise in proposal management, integrated master schedule (IMS) development and risk management.

Program Director | Large Aircraft Infrared Countermeasures (LAIRCM)

2000-2004, WPAFB, OH

Program director executing a two-year development and six-year production effort with a \$1.4B+ budget. Program provided C-17, C-130, C-5, and other aircraft protection against highly proliferated, man-portable, heat-seeking missiles. Responsible for entire product life cycle from technology development through sustainment. Completed development early and under budget.

Program Director | Infrared Countermeasure Systems (IRCM)

1998-2000, MacDill AFB, FL

Program director for US SOCOM's \$380M multinational (US/UK) Directional Infrared Countermeasures (DIRCM) and the \$60M C-130 Engine Infrared Suppression (EIRS) programs, which provides C-130 protection against highly proliferated, man-portable, heat-seeking missiles. Managed and transitioned the DIRCM program from development to production. Led the C-130 EIRS program through source selection evaluation and successfully achieved Service Acquisition Executive (SAE) approval to enter full scale development.

Program Manager | Joint Modeling and Simulation System

1996-1998, WPAFB, OH

Responsible for simulation platform and software modeling development to enable execution of real-time, detailed engineering-level engagements to verify electronic warfare countermeasure techniques against highly advanced surface-to-air missiles (SAMS). Successfully achieved a favorable DOD decision adopting JMASS as a Joint program for the Army, Navy and USAF with a goal to reduce test and evaluation (T&E) costs.

System Support Manager | F-22 Program

1995-1996, WPAFB, OH

Led worldwide logistics support for the F-22, the USAF's premier tactical fighter program. Directed development of all logistics and sustainment elements including supply chain management (SCM), maintenance/repair/overhaul planning, and automated technical manual development activities, and was responsible for the Mission Planning System development effort.

System Support Manager | Peace Shield Command and Control System

1992-1995, McClellan AFB, CA

Led worldwide logistics support for the \$1.1B+ Saudi Arabia command and control system, the US's largest single-system Foreign Military Sale (FMS). Directed SCM, maintenance/repair/overhaul planning, and technical manual and automatic test equipment development. Procured and distributed logistics assets to support site activation of 18 FPS-117 radar sites, seven underground command centers and a Central Maintenance Facility in Saudi Arabia.

Prior to 1992

- Deputy, Senior Officer Management, HQ AF Systems Command, Andrews AFB, MD
- Systems Officer, Air-to-Ground Missiles, HQ AF Systems Command, Andrews AFB, MD
- Air Staff Training Program, Pentagon, Washington, DC
- Program Manager, NATO Cooperative Programs, AAC, Eglin AFB, FL
- Executive Officer, Deputy for Tactical Systems, ASC, WPAFB, OH
- Project Manager, F-15 Foreign Military Sales, ASC, WPAFB, OH

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RECENT PROJECTS

- Proposal manager for state-of-the-art Laser Eye Protection (LEP) Spectacle Program for the US Navy. Effort resulted in company winning development contract with multi-year production options. Led past performance volume development receiving blue (outstanding) evaluation ratings. Facilitated executive-level pink and red teams.
- Managed a must-win proposal for a small disadvantaged veteran-owned business (SDVOB) competing for the multi-year E-9A contractor logistics support (CLS) contract. Led/authored technical volume and developed summary graphics for the past performance volume. Contractor was selected for award among a highly competitive field of bidders.
- Hired as leading helmet manufacturer's Quick Reaction Project Manager for new US SOCOM HH-60 Aircrew Ballistic Helmet Program providing ballistic head and face protection for helicopter aircrew during search and rescue missions. Helmets delivered ahead of schedule and exceeded all USAF performance requirements.
- Led the winning proposal for the Chemical/Biological Protective Aircrew Breathing Mask development and production competition for the Joint Program Office, Chemical and Biological Defense. During program execution, developed the manufacturing schedule which optimized and prioritized test asset builds based on test need dates and reduced multiple critical path areas. Test asset delivery exceeded government expectations by arriving ahead of government test need dates. Maintained the IMS through remainder of test program.
- Led the LAIRCM business case analysis (BCA) which evaluated four alternative courses of action to protect future modified aircraft. Created an integrated weighted scoring model to assess technical, programmatic and cost factors. The recommended course of action was endorsed by AMC and the USAF Acquisition Executive.
- Provided risk management, IMS, and manufacturing readiness program execution support to a major aircrew life support defense contractor on various life support programs. Efforts were praised as best practices by the DOD customer.
- Led development of the F-22 program's Integrated Digital Environment (IDE) tool for web-based data mining and program health assessments.
- Supported key DOD contractor on competitive follow-on chemical/biological filter production proposal for the US Army. Led the Manufacturing, Quality and Technical volume which was rated blue and the contractor was awarded the contract.
- Key consultant and technical expert to the LAIRCM program. Developed the program's Reliability, Availability, Maintainability (RAM) Plan, which was approved by the USAF Acquisition Executive and endorsed by OSD. Also led the Laser Turret Assembly BCA.
- Supported the C-5 and Global Hawk programs' Nunn-McCurdy processes and developed management responses addressing Congressional inquiries.
- Proposal Manager for the USAF Helmet Mounted Integrated Targeting (HMIT) proposal for a DOD contractor team. Also, responsible for Management Volume development which resulted in a blue rating. Contractor won the competition. HMIT has completed development and entered Low Rate Production (LRIP) to field the HMIT capability on Air National Guard (ANG) A-10s and F-16s.

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