

GARY POLESKEY

ASSOCIATE, DAYTON AEROSPACE, INC.

PROFILE

Over 40 years of experience in contracting and acquisition management as well as consulting with both government and industry. Specialty expertise includes: acquiring major weapon systems; research and development and operational base-level contracting; source selections involving all dollar values and techniques; past performance assessment and its use in source selection; multiyear contracting; and formulating and writing acquisition policy. Colonel, USAF (Retired).

PRINCIPAL AREAS OF EXPERTISE

Business Management

- Served as a principal business advisor to the Commander and Vice Commander of Aeronautical Systems Center (ASC) (now AFLCMC).
- Managed, in conjunction with the Director, a Center contracting workforce of over 1,000 professionals.
- Directed contracting operations of the training systems program office which included 34 people and executed annual contracting actions valued over \$2.5B.
- Performed contract administration and analysis of Minuteman Program Earned Value Management System (EVMS).

Contracting Strategy Development and Execution

- Assisted in conducting a Product Support Business Case Analysis (PS BCA) of the AWACS Block 40/45 Upgrade which evaluated three alternatives and developed an implementation strategy involving performance-based incentives and public-private partnering.
- Worked with the Joint Strike Fighter Program Office (JSFPO) to develop a long-term, performance-based contracting strategy for the overall air system.
- Developed and evaluated numerous past performance proposal volumes.
- Assisted industry/government team in building a 22-year Total System Support Responsibility (TSSR) contract for Joint STARS aircraft, including public-private partnering and performance based incentives.
- Worked closely with an industry team to create a first-of-its-kind launch vehicle development Other Transaction (OT) and commercial launch services contract for the Evolved Expendable Launch Vehicle (EELV).
- Assisted in the development of a contracting approach for F-16 and F-15 distributed mission-training systems (MTS) fee-for-service acquisitions.
- Assisted major aerospace OEMs in developing commercial-based strategies during public-private competitions for SA-ALC & SM-ALC workloads.
- Developed source selection strategies for aircrew and maintenance training systems (ATS/MTS) for the C-17, Special Operations Forces, C-130 and C-141.
- Structured, advocated within the Pentagon and Capitol Hill, and signed the first major USAF multiyear contract for 480 F-16s valued at \$2.9B.

Acquisition Policy and Process

- Served in Pentagon as multiyear contacting coordinator for all USAF programs.
- Participated directly in developing USAF past performance policy.
- Played a major role in structuring USAF source selection policy.
- Developed integrated, performance-based incentives for major contracts.
- Analyzed commercial contractor business processes and recommended changes required to accept FAR Part 15 contracts and perform as a government prime contractor.



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EDUCATION

BS, Marketing
University of Illinois

MBA, Management
Northwestern University

Air Command and Staff College
Industrial College of the Armed Forces (ICAF)

KEY POSITIONS

National President (2009-2010)
National Contract Management Association (NCMA)

General Conference Chairperson
NCMA World Congress 2008 & 2010

Member, National Board of Directors
NCMA (2005 to 2011)

Deputy Director of Contracting
Aeronautical Systems Center (ASC)

Director, Contracting Policy & Processes
HQ Air Force Materiel Command

Director of Contracting
Training Systems Program Office

Special Assistant to the Air Force Deputy Assistant Secretary (Contracting)
SAF/ACQ, Pentagon

AWARDS

Legion of Merit

(4) Meritorious Service Medals

Commendation Medal (General Slay Industry Base Congressional Testimony Team) (1980)

Air Force Systems Command and USAF Contracting Officer of the Year (1981)

Air Force Contract Management Division Company Grade Officer of the Year (1973)

NCMA Awards: Charles Dana Distinguished Service Award, Blanche Witte Award, Fellow, Certified Professional Contracts Manager

WORK HISTORY

Associate, Vice President & Senior Associate | Dayton Aerospace, Inc.

1996-present, Dayton, Ohio

Provide consulting services to industry and government clients specializing in contract execution and management with an emphasis on developing contract strategies, contract incentives, special contract provisions, past performance solicitations, proposal documents, performance based logistics (PBL) contracting strategies, and public-private partnering terms and conditions. Construct and implement unique contracting strategies, including: multiyear contracting, award term contracting, fee-for-service arrangements, performance-based incentives, alternate dispute resolution (ADR) provisions and Other Transactions (OT). Former owner and member of five-person Board of Directors (BOD) responsible for directing the company. Transitioned from Senior Associate to Vice President/BOD membership in 1999 and to Associate status in 2017.

Deputy Director of Contracting | Aeronautical Systems Center (ASC)

1994-1996, WPAFB, OH

Jointly responsible for total contracting operations at the USAF's largest buying Center. Managed a workforce of 1,000 people engaged in research, development, and acquisition of aircraft, engines, and aeronautical equipment. The Center annually executed over 15,000 contractual actions worth over \$15B.

Director of Contracting Policy and Processes | HQ AFMC and Air Force Systems Command (AFSC)

1991-1994, Andrews AFB, MD and WPAFB, OH

Directed pre-award Command-wide contracting policy. Major accomplishments included: integration of all AFSC and Air Force Logistics Command (AFLC) contracting policies and regulations, revising the USAF source selection debriefing policy, deploying the contractor past performance assessment and use in source selection system, and creating policy for the conduct of depot maintenance public-private competition.

Director of Contracting | Training Systems Program Office

1988-1990, WPAFB, OH

Directed 34 people in the annual obligation of over 75 contractual actions, worth over \$2.5B, for training systems and devices. Major programs included: C-17 Aircrew Training Systems (ATS), C-17 Maintenance Training Systems (MTS), C-130 ATS, C-141 ATS and Special Operations Forces (SOF) Rehearsal Device and ATS.

Special Assistant to the Director of Contracting | HQ AFSC

1987-1988, Andrews AFB, MD

Served as the primary advisor, speech writer, and action officer. Directly managed implementation of recommendations from command-wide Request for Proposal (RFP) Critical Process Team and Past Performance in Source Selection initiative, including creation of the Contractor Performance Assessment Report (CPAR). Part of a five-person AFSC Commander's Action Team, which reorganized and streamlined the HQ AFSC staff.

Special Assistant and Action Officer to the Air Force Deputy Assistant Secretary | SAF/AQC

1983-1987, Washington, DC

Key action officer on team which developed and implemented the corporate USAF response to Packard Commission and Goldwater-Nichols Act structural reform of DoD acquisition—resulted in the creation of SAF/AQ and the Program Executive Officer (PEO) structure.

Prior to 1983

- Contracting Officer and Branch Chief, *F-16 Program, WPAFB, OH*
- Contracting Officer, Science & Technology, *Eglin AFB, FL*
- Chief, Services Contracting Division, *Eglin AFB, FL*
- ACO & EVMS Monitor, *AFPRO, Valley Forge, PA*

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RECENT PROJECTS

- Served as an expert witness on various cases involving major defense companies and complex contracting situations.
- Participated as part of Dayton Aerospace team to conduct a Product Support Business Case Analysis (PS BCA) of long-term sustainment of the AWACS Block 40/45 Upgrade. Analyzed organic, contractor, and hybrid solutions and developed implementation strategy.
- Led team in evaluation of a commercial contractor's business processes and conducted a gap analysis to determine what changes would be required for the company to accept FAR Part 15 contracts and perform as a government prime contractor.
- Developed long-term performance-based support strategy for the Joint Strike Fighter (JSF) and other major weapon systems.
- Part of small team that designed and implemented the Total System Support Responsibility (TSSR) contracting approach for the Joint STARS program including public-private partnership documents and metric-based contract incentive provisions.
- Worked with government and industry team to structure and award an OT and commercial launch services contract for program.
- Worked directly with government buying activities to structure many past performance solicitation approaches and implementing provisions.
- Worked directly with industry teams to build responsive and effective past performance proposals in response to US Army, US Navy, and USAF solicitations.

EXPERT WITNESS EXPERIENCE

- **United States Internal Revenue Service vs. General Dynamics, United States Tax Court, Chicago, IL, 1996**
 - Deposition in early 1996 at Wright-Patterson AFB, OH
 - Trial in US Tax Court in early May 1996 in Chicago, IL
- **Complaint by Lake Erie Electric, Inc. against Flour Fernald, Inc., Court of Common Pleas, Hamilton County, OH, 2006**
 - Deposition on September 20, 2006 in Cincinnati, OH
- **Armor Works Enterprises, LLC vs. BAE Systems Armor Holdings, Inc., United States District Court, Phoenix, Arizona, 2010**
 - Three expert reports:
 - Expert Report – April 8, 2010
 - Response to ArmorWorks Consultant Reports – May 16, 2010
 - Rebuttal Report – June 21, 2010
- **General Electric Company vs. the United States, US Court of Federal Claims, Washington, D.C., 2011**
 - Expert Report – March 1, 2011
 - Deposition on June 6, 2012 in Washington, DC
 - Power Point Presentation used at court submitted April 3, 2014
- **Donald Howard, et al. vs. Lockheed Martin Corporation, United States District Court, Southern District of Ohio, Western Division, Cincinnati, OH, 2011**
 - Expert Report – July 21, 2011
 - Deposition on October 4, 2011 in Cincinnati, OH
- **BAE Systems Technology Solutions & Services, Inc. vs. the United States, US Court of Federal Claims, Washington, D.C., 2013**
 - Contract Issue Analysis Paper January 10, 2014 (For Settlement Discussions)
 - Expert Report – May 28, 2014

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- **United States of America ex rel. Donald F. Palmer vs. C&D Technologies, Inc., US District Court for the Eastern District of Pennsylvania, 2014**
 - Expert Report – January 15, 2015
 - Deposition on May 5, 2015 in Cincinnati, OH
 - **United States of America ex rel. Thomas McArtor and Keith Ramsey vs. Rolls-Royce Corp., US District Court for the Southern District of Indiana, Indianapolis Division, 2015**
 - Submitted various White Papers to attorneys for relators McArtor and Ramsey in support of their analysis.
 - **United States of America ex rel. Patzer v. Sikorsky Aircraft Corp., et al., US. District Court of Eastern District of Wisconsin, 2016**
 - Submitted various White Papers to attorneys for Sikorski in support of their analysis.

PUBLICATIONS

“Multiyear Contract Cancellation Ceiling – An Alternative to Full Funding,” published in National Contract Management Journal, Volume 18, Summer 1984

“Award Term Contracting: The Right Tool for the Right Environment,” published in Contract Management Magazine, January 2006

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