

MIKE ROESNER

ASSOCIATE, DAYTON AEROSPACE, INC.

PROFILE

Over 30 years of Naval experience spanning large-scale supply management and material support, logistics, information systems development, program management, forecasting and planning, inventory control, distribution, and transportation. Proven success providing combat capability for massive, globally dispersed operations through paradigm-shifting logistics strategies while managing unionized workforces of up to 2,400 for maximum morale and productivity. Consistently build sustainable, repeatable processes with focus on process improvement, Six Sigma, and Lean methodologies. Able to handle P&L responsibility for large, complex, self-financed businesses, contracting authority to \$100M (highest DoD level of acquisition authority), and acquisition/capital budgets of \$3.5B to fulfill 600,000+ customer orders annually. As Associate Partner, IBM Global Business Services, owned P&L and signings authority for global supply chain operations and consulting services. Rear Admiral, US Navy (USN) (Ret).

PRINCIPAL AREAS OF EXPERTISE

Senior Leadership and Strategy

Seven years commanding Naval Logistics largest and most complex organizations including two years as the Deputy Chief of Staff for Logistics and Ordnance. Former Commander, US Pacific Fleet, and member of the Naval Aviation Enterprise Board of Directors. Owned day to day leadership and direct accountability for thousands of military and civilian personnel supporting 300 ships and 4,000 aircraft in peace and war time environments. At IBM, held role as lead strategist for firm's DOD support initiatives. Expert in strategic policy formulation and execution. Proven effective navigator through corporate, Naval/DOD and Congressional bureaucracies.

Global Logistics Strategy and Execution

Responsible and accountable for all Naval Spares programs. Commanded 4,000+ civilian and military Naval Inventory Control Point (NAVICP) personnel. Procured, provisioned, repaired, and delivered material and services to all USN and US Marine Corps (USMC) aviation units, Navy ships and submarines, allied Naval units and US Air Force (USAF) inter-service customers. Planned and executed force build-up and sustainment for six carrier strike groups during war time operations.

Major Acquisition Program Leadership and Innovation

Held \$100M direct signing authority (USN's highest contracting authority). Delivered largest ever increase in spares availability through innovative negotiation and contract vehicles including performance based logistics (PBL) contracts. Executed over \$3B in procurement and repair contracts annually.

Material Accountability, Physical Distribution, and Security

Directly accountable for billions of dollars in repair parts for all Navy ordnance west of the Mississippi River including nuclear material and weapons. Single accountable person for end to end delivery of spares support material for Naval forces afloat and ashore. Responsible for all aspects of Pacific Fleet readiness. Member, Naval Aviation Enterprise Board of Directors, responsible for readiness and efficiency for Naval Aviation material readiness. Directly accountable for Navy Nuclear Reactor spares programs.



DAYTON AEROSPACE

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EDUCATION

BS, Marketing

Northern Michigan University

MS, Financial Management

Naval Postgraduate School

Michigan Business School

Executive Program

University of Michigan

KEY POSITIONS

Associate Partner

IBM Global Business Services

Commander

Naval Inventory Control Point –
Philadelphia (NAVICP-PHIL)

Deputy Chief of Staff for Logistics, Fleet Supply and Ordnance

United States Pacific Fleet

Commanding Officer

Naval Supply Information
Systems Activity (formerly Fleet
Material Support Office)

Deputy Commander for Ships and Submarines

NAVICP-PHIL

Deputy Commander for Aviation

NAVICP-PHIL

Aviation Operations Officer

NAVICP-PHIL

CERTIFICATIONS

Lean/Six Sigma Green Belt

WORK HISTORY

Associate | Dayton Aerospace, Inc.

2017-present, *Dayton, OH*

Associate Partner | IBM Global Business Services

2009-2012, *Fairfax, VA*

Responsible for business strategy, business development, sales, and project execution, reporting to Senior Vice President and Practice Leader. Established general logistics and specialized performance based logistics (PBL) centered support strategies for US private and public-sector clients, as well as foreign military customers. Customized IBM's vast capability to fit client specific needs and budget and acted as primary strategy and sales interface between IBM and its partnered companies with US Government agencies and foreign government defense establishments (Japan and Kingdom of Saudi Arabia). Led projects and proposals ranging from \$10M to over \$600M with P&L responsibility for US aerospace manufacturing logistics support projects.

Commander | Naval Inventory Control Point (NAVICP)

2004-2008, *Philadelphia, PA*

Reported directly to Commander, Naval Supply Systems Command. Held full financial and operational responsibility for 2,400+ mostly civilian workforce providing material support for all Naval (USN and USMC) aircraft, ships, submarines, and Naval nuclear reactors. Controlled \$399M operating and \$3.5B capital budgets, 457K+ line items of USN managed spare parts, and \$21B in inventory. Held contracting authority to \$100M+; awarded \$3.5B annually in procurement/repair contracts and fulfilled ~648K customer orders per year exceeding \$5B. Conducted foreign military sales (FMS) and maintained demanding customer relationships worldwide. In addition, launched multiple initiatives to ensure responsiveness and efficiency of large, complex, and intensely scrutinized business unit that self-financed its operations through sales to customers. Efforts achieved all cost reduction and net operating result targets and won Secretary of Defense Excellence in Procurement and Admiral Stan Arthur Excellence in Logistics Awards:

Deputy Chief of Staff for Logistics, Fleet Supply and Ordnance | US Pacific Fleet

2002-2004, *Pearl Harbor, HI*

As Senior Naval Logistics Officer in the Pacific, directed logistics planning and execution for peacetime and combat operations, provided direct support for Pacific Fleet units assigned to Persian Gulf and Afghanistan, and managed all USN weapons and weapons stations operations west of Mississippi (including transportation, handling, inventory control, and accounting for all ordnance). Served as program manager for Pacific Fleet Naval Flying Hour Program, Ships and Submarines Operations Programs, Fuel Inventory and Fuel Depot Operations, Transportation Channels, and Nuclear Weapons inventory custody.

Commanding Officer | Naval Supply Information Systems Activity

2000-2012, *Mechanicsburg, PA*

Managed all operations, products, and services, including full life cycle management of software development project portfolio exceeding \$100M and directed team of 500+. In addition to US Naval requirements, supported requirements of several foreign USN logistics information systems including the Royal Saudi Navy. Conducted operation as a business to P&L targets, while ensuring all projects were delivered on budget and schedule and of highest quality.

Deputy Commander for Ships and Submarines | NAVICP

2000, *Philadelphia, PA*

Provided all material support for USN Nuclear Reactor program, including parts and consumables support, warehousing, and physical distribution. Introduced new weapons system and participated in design of new classes of ships to ensure efficiency from logistics standpoint that took required manning from ~400 to 295.

Deputy Commander for Aviation | NAVICP

1998-1999, *Philadelphia, PA*

Responsible for engineering side of house, holding complete authority over safety of flight. Served as on-site commander and maintained considerable involvement in personnel management and union relations challenges (sustained in every action). Wrote first PBL contract, and developed/defended budget for 1,500-person operation.

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**Aviation Operations Officer | NAVICP
1996-1998, Philadelphia, PA**

Directed processing of 27K monthly requests and customer orders for repairables under \$2.2B budget. Supplied 300 ships and 4,000 airplanes with approximately 1,300 different products. Developed logistics engineering proposal process, securing permission to use resources as capital investment to pay for reliability and incentivizing parts suppliers to identify ways to improve design, configuration, and reliability of ~90 parts. Yielded substantial savings and reductions in manpower requirements for maintenance. Provided higher level of material support than possible with internal resources by forging partnership between Navy Aviation Repair Depots and commercial aviation repair facilities. Contracted out direct support to production line for reduced headcount and repair cycle time, saving at least \$1M.

Prior to 1996

- Supply Officer, USS CARL VINSON
- Force Supply Officer, Commander Naval Aviation U.S. Pacific Fleet/ Deputy Commander Information Systems Operations, Defense Logistics Service Center, *Battle Creek, MI*
- Budget Officer, Commander, Naval Supply Systems Command, *Washington, DC*

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