

STEVE SOWERS

SENIOR ASSOCIATE, DAYTON AEROSPACE, INC.

PROFILE

Over 35 years of estimating experience in weapon system acquisition and manpower standards development programs. Nationally recognized financial manager and advisor to government and industry partners. Successfully managed cost and schedule activities for multiple development, production, and support programs. Skilled strategist at win-win business cases. Major, US Air Force (USAF) (Retired).

PRINCIPAL AREAS OF EXPERTISE

Financial Management

Accomplished the spectrum of acquisition financial management responsibilities including cost estimating, budgeting, and execution of small and multi-billion-dollar weapon system programs. Experienced in multiple source selections managing government cost panels, authoring requests for proposal (RFPs), evaluating proposals, responding to solicitations, and advising industry partners on financial issues. Built numerous cost models as predictive financial tools for aircraft systems, munitions, satellites, electronics, and information systems. Conducted independent financial reviews from complete acquisition programs to industry proposals prior to submission. Conducted cost comparisons of government versus contractor-provided logistical support systems. Current with latest financial acquisition concepts, cost estimating tools, and cost reporting systems.

Strategic Management

Innovative strategist adept at harmonizing financial, contractual, and technical issues into a favorable business case. Developed multiple strategic concepts that successfully served as discriminators for industry proposals. Assisted numerous government managers in developing innovative financial and contractual solutions that redefined the path to success for the program. Provided the analysis and convincing arguments to restructure multiple programs. Focused on win-win approach for both the government and industry.

Manpower Management

Developed manpower requirement estimates and forecasting tools for multiple government functions including aircraft maintenance, aircrew and missile training, and base support centers. Familiar with organizational structures and concepts employed by government operational and acquisition bases. Familiar with the manpower standards development process.



DAYTON AEROSPACE

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EDUCATION

BS, Business Management
University of LaVerne

MBA, Management
Marymount University

KEY POSITIONS

Deputy Chief
F-22 Financial Management

Chief
F-22 Air Vehicle Financial
Management Branch

Cost Analyst
Combat Systems
Weapon Systems

WORK HISTORY

Senior Associate | Dayton Aerospace, Inc.

1998-present, Dayton, OH

Provides financial support and strategy development expertise to industry and government clients. Principal financial advisor to F-22 program on budgeting, execution, and alternative strategies. Supported clients on multiple source selections developing strategic discriminators, recommended pricing approaches, and cost/pricing models. Conducted independent financial reviews of programs and individual industry proposals. Provided special assistance to the F-22 program in developing strategy and recommendations for SPD, PEO and SAF/AQ. Specially trusted in sensitive matters because of his knowledge of the program.

Deputy Chief | F-22 Financial Management Division Chief | F-22 Air Vehicle Financial Management Branch

1995-1998, WPAFB, OH

Executed all aspects of financial management for F-22 including budget formulation, cost estimating, and funds management of \$2 billion annually. Advised USAF and industry leadership on program cost and schedule execution, program restructuring, and strategy formulation. Participated in senior level negotiations of the development program and the production target price curve. Served as an advisor to several independent teams reviewing the F-22 program.

Combat System Cost Analyst | Air Staff, Pentagon

1990-1995, Washington, DC

Conducted several independent cost estimates of acquisition programs proceeding through the OSD Cost Analysis Improvement Group and the Defense Acquisition Board approval process. Built unique cost models applicable to aircraft, missiles, electronic, and information programs under review by the staff. Developed options for reorganization of the cost function within the Air Staff. Briefed executives within the Department of Defense.

Weapon System Cost Analyst | Tactical Rainbow Program

1986-1990, WPAFB, OH

Conducted cost estimates and built cost models of the Tacit Rainbow program as the lead estimator. Served on multiple source selection cost panels authoring Request for Proposals, evaluating industry proposals, and developing the most probable cost. Managed cost panels.

Cost Analyst | Multiple Programs

1983-1986, Los Angeles AFB, CA

Managed Congressionally mandated cost reporting for a myriad of space systems. Implemented software tools for cost reporting and developed the process for timely submission of quality products to the Congress. Developed financial funding reports used internally within the USAF.

Prior to 1983

- Manpower Management Analyst, *Little Rock AFB, AK*
- Manpower Management Analyst, *Incirlik AB, TU*
- Manpower Management Analyst, *Vandenberg AFB, CA*
- Manpower Management Analyst, *Altus AFB, OK*

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