

TOM STEFFEN

ASSOCIATE, DAYTON AEROSPACE, INC.

PROFILE

Proven leader and senior executive with over 40 years of supply chain and weapon systems management experience in government and industry. Twelve years as a senior manager of global supply chain management (SCM) and logistics operations in the US Navy (USN) with a proven record of innovation, total ownership cost reduction and improved productivity. An experienced manager and articulate communicator with exceptional organizational, planning and leadership skills. Successfully managed supply chain and weapons systems support operations in the USN and International arenas. Former director of ship support at the Navy Inventory Control Point (NAVICP). Surface Warfare Qualified, Acquisition Professional, Supply Corps. Captain, USN (Retired),

PRINCIPAL AREAS OF EXPERTISE

Supply Chain Management

Reduced the logistics footprint of the aviation supply department at Naval Air Station, Norfolk by 44%—reduced cycle time to perform the receipt-stow-issue-deliver process times by 24.1% translating into annual cost savings of \$143.9K. Proven industry lead on various automated information technology (IT) projects with both USN and US Marine Corp (USMC) aviation that provided near-constant in-transit visibility and near real-time support for remote operations. Improved material availability an average of 15% and reduced customer wait time by more than 35% through over \$100M in performance-based contracts. Stopped a five-year decline and improved availability of USN-held inventories by 3.5%. Reduced spares allowance investment by \$6M per year.

Integrated Logistics

Dramatically improved collaboration among major program acquisition teams, engineering field activities, supply support activities, and fleet customer units. Responsible for first collaborative performance-based contract that included USN engineering industrial activities as partners with industry. Established the first performance-based contract that included all logistics elements (engineering, design, maintenance, parts support, and training).

Foreign Military Sales (FMS)

Delivered breakthrough “hybrid” FMS case that provides the foreign customer with the best of both government and direct commercial sales. Implemented first Department of Defense (DOD) FMS activity based costing system—now the DOD standard.



DAYTON AEROSPACE

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EDUCATION

MBA, Management
Penn State University

BS, Accounting
Villanova University

US Army War College

Executive Education
Duke University

KEY POSITIONS

Director, Ship Support
NAVICP, Mechanicsburg, PA

**Deputy Commander for
International Programs**
NAVICP, Philadelphia, PA

WORK HISTORY

Associate | Dayton Aerospace, Inc.

2006-present, Dayton, OH

Provide supply chain management (SCM), integrated logistics, business case analysis (BCA) and performance based logistics (PBL) consulting services, including past support of F-35; F-22; and C-17.

Managing Partner | Hawkeye Tracking Inc.

2007-present, Fairfax, VA

Provide direct support, consulting and program management services in SCM, transportation and international programs to Department of Defense (DOD), foreign military sales (FMS), and aerospace industry communities. Specifically supporting the US Government on the Enhanced Freight Tracking System (EFTS) from proof of concept to the present, providing subject matter expertise in program management, SCM, FMS and transportation. Supported the Kuwait Ministry of Defense (KMOD) case GGJ, standardizing SCM processes/systems and providing consulting services to the Repair of Repairables Management System, WebRoR, used by US Navy (USN) and US Army-managed FMS repair cases.

Principal Business Advisor | Concurrent Technologies Corporation (CTC)

2005-2006, Johnstown, PA

Identified and integrated strategic business area targets to ensure alignment with USN and Office of the Secretary of Defense (OSD) strategic objectives and focus. Identified and pursued strategic opportunities in USN, Joint, and operational logistics focusing on opportunities for integration and reduced logistics infrastructure cost to the client. USN program advisor and primary liaison for key USN clientele including: NAVSUP Headquarters, Office of the Chief of Naval Operations (OPNAV), Fleet Forces Command, and Naval Sea Systems Command (NAVSEA) Surface Warfare Logistics and Maintenance. Subject matter expert for USN SCM; PBL; weapon system support management; planning, programming, budgeting and execution system (PPBE); USN integrated logistics management; integrated/independent logistics assessment (ILA); facilities management; operational logistics; joint operational logistics, physical distribution; and FMS. Served as project manager or functional lead for select projects. Provided guidance and assistance in developing strategic commercial partnerships and logistics market development with Pennsylvania State government as well as non-DOD federal government agencies including the Environmental Protection Agency (EPA).

Director Ship Support | NAVICP

2002-2005, Mechanicsburg, PA

Responsible for weapon system support, new construction supply support, allowance development, provisioning and technical library operations, and high priority requisition support. With 425 employees, maintained world-wide inventories in excess of 250K lines, with annual sales of \$445M, in direct support of over 290 USN ships deployed world-wide.

Deputy Commander for International Programs | NAVICP

2000-2002, Philadelphia, PA

Responsible for spares support of USN weapon systems sold to foreign partners, FMS case and financial portfolio management, and USN security assistance supply support policy. Supported over 50 country programs with a staff of 110 employees, an operating budget of \$23M, and annual sales in excess of \$120M.

Prior to 2000

- Commanding Officer, Naval Support Activity, *Mechanicsburg/Philadelphia, PA*
- Spares Policy and Budget, OPNAV N412, *Washington DC*
- ILS Team Leader for NAVSEA Systems, NAVSUP, *Washington DC*
- Director of Repairables Management, NAVICP, *Mechanicsburg, PA*
- Receiving Officer, Navy Supply Center, *Charleston, SC*
- Supply Officer, USS Moosbrugger D-980
- Country Program Director, Navy International Program Office, *Philadelphia, PA*
- Assistant Supply Officer, USS Blandy DD-943

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