

BILL STOCKMAN, PhD

SENIOR ASSOCIATE, DAYTON AEROSPACE, INC.

PROFILE

Distinguished career covering multiple technical, academic and acquisition disciplines ranging from USAF rocket laboratory engineer to academic professor at the Air Force's top engineering schools to expert acquisition and analytical advisor to the Air Force and DOD top leadership. Completed over 110+ consulting projects.

PRINCIPAL AREAS OF EXPERTISE

Business Cases Analysis (BCA) and Studies/Research

Directed, researched, modeled, and wrote compelling studies supporting industry and government customers in areas, such as moving production sites, incumbent's role in re-competitions, innovative strategies for proposals, sustainment BCAs, and systems engineering case studies for major weapon systems.

Competition Analysis

Lead author on new Competition Guidebook for OSD. Developed new competition evaluation tool to determine viability of competing government programs.

Cost Estimation

Developed and evaluated numerous program and proposal cost estimates, price to win studies, and cost estimates for analytical studies. Developed and taught USAF AFIT graduate Cost Estimation degree program. Specialized in should cost, cost volume development, and basis of estimate descriptions.

Government Source Selection

Directed the evaluation of major USAF source selections and developed innovative methods for best value evaluation. Successfully led the cost teams on the USAF's largest depot competitions.

Earned Value Management

Expert at developing system descriptions, training and implementing earned value management systems (EVMS), preparing for integrated baseline reviews (IBR), and solving problems for troubled programs.

Commercial Derivative Aircraft (CDA)

Lead author on the best-selling book *Successful Integration of Commercial Systems* which discusses how the DoD can save significant budget and schedule by acquiring commercial systems off the shelf instead of pursuing long and costly development programs.

Education and Training

Professor at the Air Force Institute of Technology (AFIT) and US Air Force Academy (USAFA) experienced in developing undergraduate, graduate, and training courses over a wide variety of cost, engineering, management, finance, and economic fields. Experienced in leading research efforts and teams to solve some of the toughest problems.

General Aviation

Researched and written studies on the general aviation market and the associated industry. Extremely knowledgeable on general and experimental aviation manufacturing and the introduction of general aviation manufacturers to the DoD environment. Private pilot, A&P, and experimental builder.



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EDUCATION

PhD, Economics

George Mason University

MA, Economics

George Mason University

MS, Operations Research

Air Force Institute of Technology

MS, Engineering Management

West Coast University

BS, Aeronautical Engineering

Air Force Institute of Technology

BS, Business Administration

Southeast Missouri University

BS, Mathematics

Southeast Missouri University

KEY GOVERNMENT POSITIONS

Director, Depot Maintenance Competition Analysis and Senior Economist

Assistant Secretary of the Air Force

Executive Secretary/Systems Analyst

Office of the Secretary of Defense, Cost Analysis Improvement Group

Deputy Department Head & Graduate Cost Degree Chairman

Department of Systems and Engineering Management, Graduate School of Engineering and Management, AFIT

Head, Department of Graduate Acquisition Management

Graduate School of Logistics and Acquisition Management, AFIT

Chief, Space Propulsion & Analysis Section and Deputy Branch Chief

Application Analysis Branch, USAF Astronautics Lab

Chief, Air Launched Missile Analysis Section

USAF Astronautics Lab

WORK HISTORY

Senior Associate | Dayton Aerospace, Inc.

2002-present, Dayton, Ohio

Subject matter expert to numerous government and industry clients providing analytical, cost, educational, research and acquisition management support. Developed numerous research studies, BCAs, EVMS training, proposals, case studies, and other critical, time responsive products. Developed new USAF-USN distance learning program in cost engineering.

Head, Department of Graduate Acquisition Management | Graduate School of Logistics and Acquisition Management & Deputy Department Head and Graduate Degree Chairman, Department of Systems and Engineering Management, Graduate School of Engineering and Management | AFIT

1999-2002, Wright Patterson AFB, Ohio

Directed all acquisition graduate programs to include program management, cost estimating, and contract management. Developed and taught numerous graduate acquisition courses, directed the research of several dozen graduate students, and provided consultation services to SAF/AQ.

Director of Depot Competition Costing | Air Staff, Pentagon

1996-1999, Washington, DC

Developed and directed all aspects of cost evaluation and team leadership for the Air Force's outsourcing of the major depots. Also, served as Senior Economist to the Air Staff researching and providing guidance on major acquisition and economic issues.

Researcher and PhD Student | George Mason University

1993-1996, Fairfax, VA

Researched public choice, public policy and microeconomic aspects of general aviation industry resulting in landmark study documenting the decline of the GA market entitled "Crash of General Aviation".

Course Director and Instructor, Department of Mathematical Sciences | US Air Force Academy

1991-1993, USAFA, CO

Developed and taught statistics and operations research course along with support to the cadet wing summer training curriculum. Developed effective courses and program that motivated cadets to become effective future USAF officers. Supported the development of plans, policies and procedures that guided USAFA academic programs and operations.

Executive Secretary and System Analyst, Cost Analysis Improvement Group (CAIG) | Office of the Secretary of Defense, Pentagon

1988-1992, Washington, DC

Developed program and cost analysis of major DOD programs for the Defense Acquisition Board (DAB), provided one-on-one communication, analysis and strategy to senior level DOD and services personnel while coordinating with internal and external stakeholders.

Chief, Space Propulsion and Analysis Section and Deputy Branch Chief | Application Analysis Branch, Air Force Astronautics Laboratory & Chief | Air-Launched Missile Analysis Section

1984-1987, Edwards AFB, CA

Directed research and analysis of solid rocket propulsion systems as well as ground breaking analysis as test cell simulation for orbiting ballistic missile defense systems.

KEY PROJECTS

- Developed and led the Product Support Business Case Analysis (PS BCA) for the AWACS DRAGON Cockpit Modernization program for the Air Force Life Cycle Management Center (AFLCMC).
- Develop and led the effort to develop state and community action plans to defend local communities during a Base Realignment and Closure (BRAC).

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KEY PROJECTS (Continued)

- Developed community marketing to have Dayton designated as the Midwest Defense Innovative Unit Experimental (DIUx) by the Secretary of Defense.
- Performed competition analysis and developed Performance Based Logistics (PBL) strategy for a major USAF program.
- Developed complete pricing volume for a small business proposing on a federal IT services contract.
- Developed theory of damages and damage estimates in major defense-related qui tam lawsuit.
- Co-authored the *DoD Competition Handbook for Systems Acquisition* for USD AT&L.
- Developed and led the Product Support Business Case Analysis (PS BCA) for the AWACS Block 40/45 Avionics Upgrade for the Air Force Life Cycle Management Center (AFLCMC).
- Supported major Dayton community support agency in developing analysis and plans to maintain and maximize federal programs in the Dayton region.
- Supported major contractor with cost analysis of sub-tier contractors for a US Navy audit on a major naval aircraft program.
- Provided strategy and planning support to several small companies evaluating options involving DoD support contracts.
- Provided cost support to national health care provider's proposal to audit Medicare claims for the Department of Human Services.
- Developed and taught cost engineering curriculum courses, including case studies, on cost estimating, business case analysis (BCA), and source selections, as a visiting Associate Professor at the Naval Postgraduate School (NPS), Monterey, California.
- Co-led BCA of USAF defensive weapon system upgrade.
- Developed proposal cost volume for mid-sized contractor bidding on a USAF technical laboratory IDIQ effort.
- Developed and co-taught a new graduate USAF Cost Engineering program (with NPS) for the Air Force Institute of Technology (AFIT). The program, now taught by AFIT, includes detailed courses on earned value management (EVM), BCAs, cost engineering, and defense economics.
- Co-led major research study to determine best practices in DoD commercial derivative aircraft (CDA) programs. Effort produced the *USAF CDA Guidebook*, as well as logistic-focused and industry study reports. Also, authored the *Successful Integration of Commercial Systems*, a detailed technical book that focuses on the DoD's use of CDA.
- Co-led a C-27J BCA study with an emphasis on Federal Aviation Administration (FAA) airworthiness issues.
- Member of study research team supporting the Air Force Materiel Command (AFMC/CC) effort to in-source jobs at major research facilities.
- Provided cost and technical proposal support to new-entry defense contractor which resulted in the largest DoD aircraft sale in the company's history.
- Supported development of major multi-billion-dollar weapon system proposal.
- Developed outsourcing-estimate for major DoD weapon system.
- Provided in-depth EVMS training and conducted extensive Cost Account Manager (CAM) mock interviews for major DoD contractor preparing for an Integrated Baseline Review (IBR).
- Developed Should Cost analysis for a major weapon system trainer developer to support proposed acquisition strategy.
- Created innovative cost-benefit analysis study to support US Army acquisition of the Health and Usage Monitoring System (HUMS) for helicopters.
- Supported cost model development for the F-22 Software Life Cycle Management (SLCM) study.
- Developed the plan and cost proposal for a major F-22 supplier's program shut-down.
- Developed independent cost estimate for a sole source justification of a major DoD program.
- Developed and wrote systems engineering case studies on the Joint Air-to-Surface Standoff Missile (JASSM), the International Space Station (ISS) and the Peacekeeper ICBM for the Air Force Center for Systems Engineering (CSE).

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KEY PROJECTS (Continued)

- Supported international accounting firm in detailed CAM training and DoD EVMS certification.
- Provided detailed system description review and CAM training for major DoD contractor.
- Developed and led detailed EVMS training curriculum for a major international accounting firm.
- Delivered detailed EVMS training curriculum and onsite CAM training for major DoD contractor.
- Developed System Description and conducted EVMS training and coaching interviews for major contractor preparing for a DCMA audit, which the contractor passed.
- Performed due diligence research and analysis for client investigating a major corporate acquisition within the defense industry.
- Provided strategy and writing support for a major proposal to the DoD resulting in a \$1B award.
- Assisted major defense firm in collecting and analyzing data in response to a major government PBL BCA effort.
- Developed complete bid and proposal process and supported several major proposals for a large firm specializing in DoD base operations and engineering support.
- Taught core graduate cost estimating courses for AFIT Graduate Programs in Cost Estimating and Research and Development. Supported cost research for six thesis students.
- Supported the AFIT Angel Fire and Operational Technology programs through graduate-level classroom support, resulting in over \$5M in Angel Fire program funding.
- Developed contractor's Price-to-Win (PTW) analysis/estimate for an Army best value source selection of a military transport aircraft.
- Researched and analyzed the incumbent's role in competitive acquisitions and developed study report for a major defense contractor.
- Developed COBRA Base Realignment and Closure (BRAC) analysis to support maintaining AFIT at WPAFB.
- Reviewed AFIT/LSB USAFAM course and prepared/taught new technical evaluation case study.
- Wrote technical proposal for major aerostat manufacturer.
- Supported development of cost proposal for major engineering support proposal.
- Served as expert cost witness and evaluator for a major DoD contractor on a multi-million-dollar contract protest before the Government Accountability Office (GAO)—testimony supported government win.
- Served on a team that wrote a detailed technical proposal for a major flight test aircraft modification using the European Exostar electronic RFP and proposal system.
- Served as USAF PEO/CM expert witness in economics before GAO hearings concerning the Air Education and Training Command (AETC) A-76 outsourcing of base operation support functions. The GAO upheld the USAF position and denied the protest.
- Supported AFIT/LSB and SAF/AQX on PMI-based, program management courses and career development projects.
- Developed analysis and resulting proposals for three major DoD contractors on multi-billion-dollar programs.
- Developed extensive life cycle cost proposal for major DoD contractor bidding on a high-tech weapon system.
- Developed BRAC strategies for Dayton area strategic growth, to include action plan to develop a new university complex to support regional aerospace research. Effort involved program analysis and management support to the regional BRAC development coalition.
- Supported development of acquisition strategy for major space launch program.
- Led cost evaluation team for USAF Pentagon Communications Agency largest outsourcing effort valued at \$1B.
- Co-led major Joint Evaluation Review Team (JERT) for the \$4B F-22 Production Cost Evaluation.

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