

KEN “SULLY” SULLIVAN

ASSOCIATE, DAYTON AEROSPACE, INC.



DAYTON AEROSPACE

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PROFILE

Senior operations research analyst and business leader with over 35 years of leadership and management experience inside and outside the government for the Department of Defense (DoD), Owens Corning (Fortune 500), and as the owner and operator of a small business. DoD acquisition professional experience in cost and price analysis, cost estimation, financial management, cost performance, cost/schedule risk analysis, affordability, procurement, source selection, and team management for multi-billion-dollar defense acquisition programs. Developed life cycle cost estimates (LCCEs) for some of the DoD’s most important programs in various acquisition phases for which congressional funding was based. Possess corporate experience in plant management, production, comptrollership, and small business operations. Leveraged unique breadth and depth of experience and analytical skill not typically found in the defense industry to successfully identify billions of dollars in cost savings opportunities improving DoD weapon system affordability. GS-15, DoD (Retired).

PRINCIPAL AREAS OF EXPERTISE

Cost Performance (EVM)	Operations Research	Leadership
Affordability & Cost Reduction	Proposal Cost/Price Analysis	Business Case Analysis
	Financial Management	Manufacturing
	Cost/Schedule Control	

WORK HISTORY

Associate | Dayton Aerospace, Inc.
2024-present, Dayton, OH

Provide operations research and cost analysis support across all program phases to both government and industry clients.

Senior Operations Research Analyst | Office of the Secretary of Defense (OSD) Cost Assessment Performance Evaluation (CAPE)
2020-2024, Pentagon, Washington, DC

OSD-CAPE cost analyst responsible for creating high quality independent cost estimates (ICE) for some of the DoD’s most important and challenging classified and unclassified weapon systems including SM-3 IIA, SiAW, HACM, SM-6 1B, AMRAAM MYP, and one unacknowledged missile program. Provided oversight for several sustainment review cost estimates performed by other agencies including TACTOM, JDAM, AIM-9X, and JSOW. Also, oversaw ICBM Fuze and Mk21A ICES. One of only a small number of DoD operations research subject matter experts (SMEs).

Operations Research Analyst | Air Force Life Cycle Management Center Armament Directorate (AFLCMC/EB)
2019-2020, Eglin AFB, FL

JASSM/LRASM Cost Team Lead and SME for four civilian and two support contractors. Directed various complex analyses to include cost estimation, cost analysis, cost performance, and economic analysis. Created new start MALD-N cruise missile LCCE for the Assistant Secretary of the Air Force.

Supervisory Operations Research Analyst | F-35 Joint Program Office (JPO)
2016-2019, Crystal City, VA

Chief, F-35 Joint Strike Fighter (JSF) Operations Research. Served as supervisor and SME for sixteen military and civilian operations research analysts across geographically separated locations. Cost/price lead for JSF contracts technical evaluation representing several billion dollars. Directed workload and oversaw performance of five cost analysts representing the USAF, Navy, and a support contractor. Proficient with ProPricer. Team integration lead responsible for training personnel on cost analysis, cost estimating methodologies and techniques, cost/schedule risk (Crystal Ball), and cost performance (CCDR and EVM). Achieved Level 3 DoD Financial Management (FM) Certification.

EDUCATION

MBA, Business Administration
University of Dayton
BS, Management (Business)
US Air Force Academy (USAFA)

CERTIFICATIONS

Defense Acquisition Workforce Improvement Act (DAWIA)
Financial Management – Level III

AWARDS

Air Force Organizational Excellence
Exemplary Civilian Service Award
Air Force Commendation Medal
American Society of Military Comptrollers (ASMC) Acquisition/Cost Analyst of the Year

WORK HISTORY (CONT'D)

Financial Management Section Chief | Air Force Life Cycle Management Center Simulator Division (AFLCMC/WNS) 2015-2016, *Wright-Patterson Air Force Base (WPAFB)*

Led financial planning, programming, budgeting, execution, and cost estimation for complex \$1.6B portfolio of 11 USAF training system programs in varying stages of acquisition. Supervised and trained eight-person team.

Cost Section Chief | AFLCMC/WNS 2013-2015, *WPAFB*

Stood-up first ever Cost Section in the Simulator Division. Led nine-person team on various complex operations research analyses to include cost estimation, cost analysis, cost performance, cost schedule, and economic analysis on 35 simulator programs and foreign military sales (FMS) new business.

Operations Research Analyst | KC-46 Aircrew Training System (ATS), AFLCMC/WNS 2011-2015, *WPAFB*

Provided cost estimating, cost analysis, cost performance, cost scheduling, financial planning, budget analysis, and budget execution for the KC-46 ATS program. Served as the Cost/Price Team Lead for the KC-46 ATS source selection—led five-person team in the highly successful evaluation of cost estimates provided by industry. Exemplary Civilian Service Award.

President | Mobile Container Service 2002-2011, *Allentown, PA*

Owner of a metal fabrication company. Expanded into eight states and named the #2 franchise in the country.

Various | Owens Corning 1995-2002

Held various positions of increasing responsibility to include financial analyst, plant comptroller, production leader, division chief financial officer (CFO), and plant manager.

Prior to 1995

- Chief Financial Manager, US Air Force Academy (USAFA), *Colorado Springs, CO*
- Staff Cost Analyst, ASD/FMCR, *WPAFB, OH*
- Cost/Program Analyst, Maverick Missile. ASD/SDMP, *WPAFB, OH*

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