

Leonard S. Schaefer, Jr.

Objective

Growth Executive and/or Strategic Capture Manager role with an innovative and collaborative company, focused on enhancing customer mission impact

Qualifications Overview

Retired US Air Force Officer and Seasoned Industry Leader with DoD Top Secret Clearance: Company Growth Officer, Business Development and Capture Executive; P&L Operations Director; MITRE Senior Information Systems Engineer; USAF Level III Program Manager, Warranted Contracting Officer; Certified Strategic Planner, Facilitator, Instructor, Myers-Briggs Administrator, Baldrige Examiner

- Over 38 years of Department of Defense (DoD) Acquisition and Industry experience
- Growth Executive successfully expanding business into new clients, personally driving more than 10% new growth with a new company client in first 15 months
- Pursued and successfully captured \$224M Information Technology (IT) contract – company's largest contract ever
- Proven Start Up and Turn-Around Executive
 - Growth Executive refining and driving disciplined Business Development and Capture (BD&C) and proposal processes to increase throughput and systematically improve Probability to Win (PWin)
 - Executive Ops Director building and directing newly established Air Force (AF) business unit - \$350K to \$46M annual revenue in 22 months; responsible for profit, strategy, growth, budget, personnel, hiring/firing, quality, delivery
 - Stakeholder Relations Manager – helped turn around lagging \$100M/year Program
 - Developed group's Strategic Plan providing strategic direction, objectives, goals and measurements ensuring continued success, growth and profitability
- Built \$90M qualified new business pipeline for Woman-owned Small Business (WOSB) in initial 6 months with company
- Spearheaded self-assessment and strategic plan for 17,000-person organization
- Directed 32 quality consultants providing world-wide process consulting, strategic planning, and change management capability; provided executive leadership advice, tools, and problem solving to improve processes, products, and services
- Negotiated and managed over \$6 billion in DoD contracts and programs

Industry Experience

2021—Present Red Cedar Harmonia LLC Leesburg, VA
Vice President, Company Growth and DoD Programs
Executive responsible for developing company's growth strategy, providing direction and refining and executing BD&C process; personally developing and leading AF, Space Force and DoD accounts

- Refined and implemented company's BD&C and proposal processes to increase throughput and systematically improve PWin
- Forged new client relationships and won 2 AF contracts creating strategic beachfront
 - Enterprise Architecture support for the Secretary of the AF; nurturing client relationship and growing contract from 1-year competitive to 5-year direct award, while more than doubling direct contractor workforce and bolstering profitability
 - IT support for the Advanced Battle Management Training System, including functional SMEs and senior developers, plus a cleared contractor owned and operated development facility
- Personally led pursuits leading to more than 10% growth, with \$25M still in source selection, in first 15 months

2019—2020 Obsidian Global LLC Washington DC
Director, Business Development
Responsible for developing and executing AF and DoD growth strategy; responsibilities included identifying, establishing, and nurturing target customer and partner relationships; developing focused new business pipeline aligned with company's strategic goals and initiatives; identifying, qualifying, and capturing new business; hiring effective growth team

- Led pursuit and won \$17M contract placing 23 FTEs supporting a brand-new Air Force client in a brand-new company facility with a classified customer-facing integration lab
- Moved company from last place prime contractor to one of the contract leaders by winning 4 AF Small Business Enterprise Applications Solutions (SBEAS) task orders in just one year

2017—2018 Leidos Corp. Reston, VA

Senior Program Manager, Stakeholder Relations

Executive responsible for managing stakeholder relations (customers, company executives, partners) to obtain alignment, manage expectations and cultivate progress

- Stakeholder Manager on the Global Combat Support System - Air Force 2 (GCSS-AF2) Program – Challenging enterprise IT program with demanding customers and complicated partner organizations
- Customer stakeholders included PEO C3I&N, PEO BES, AF/A4N, AF CDO, AF/A6
- Drove alignment, increased collaboration and managed expectations leading to significant program turn-around and recovering negative reputation

2015—2017 Technica Corp. Dulles, VA

Director, Air Force Programs

Account executive responsible for building and directing a brand-new AF business unit; establishing new company relationships with AF and AF-led COCOMS; qualifying, capturing, and executing new business; hiring and managing required staff

- Provided vision, built strategic plan, stood up, and staffed new business unit driving company to achieve historic records in only 14 months
- Provided BD and capture leadership winning 4 new task orders with an annual \$46M book of business; increasing annual revenue from \$350K to \$5.4M to \$46M
- Expanded company business into the Combat Air Operations Center (CAOC)
- Propelled company to become the #1 prime on the NETCENTS-2 NetOps contract
- Responsible for more than half of company's profits

2012—2014 URS Federal Services Chantilly, VA

Director, Business Development

Led pursuit and capture of IT and cyber business with the AF and COCOMS

- Pursuit lead for USSTRATCOM's \$600M ITCC II contract
- Pursuit lead for \$300M enterprise Integrated AFNet Ops Sys (IAFNOS) contract
- BD Lead to maximize company AF and COCOM revenue from multiple GWAC IDIQs such as GSA Alliant, R2-3G and ITES-2S
- Key architect to prepare for and execute the USAF NETCENTS-2 Contract

2011—2012 L-3 Communications Reston, VA

Vice President, Cyber Business Development, and Senior Director, DoD Task Order Sales and Business Development

Identified, qualified, and pursued new cyber business and DoD sales opportunities

- Reached across all L-3 groups/sectors ensuring maximum capability for pursuits
- Led multi-business-unit pursuits providing critical cyber security
- Led L-3's pursuits for DoD sales utilizing L-3 prime contract vehicles

2007—2011 NCI Information Systems Reston, VA

Vice President, Business Development

Lead business developer for AF IT business pursuits

- Hand-picked to pursue and successfully capture NETCENTS-2 prime role
- Established relationships and secured new business with new AF customers to include AF Space Command, Combat Information Transport System (CITS) PMO, AF Reserve Command, Maxwell AFB-Gunter Annex, and Hanscom AFB
- AF IT wins include:
 - NETCENTS-2 IDIQ/GWAC

	<ul style="list-style-type: none"> o \$27M AFNet Requisite Engineering Support for USAF (\$15M per year) o \$20M 2nd Gen. Wireless LAN design/install for 18 AF Bases o \$7M Information Transport System support for Joint Base Hickam (Hawaii) o \$2M Executive Airlift Communication Network support at Andrews AFB
USAF Experience	<p>1983–1998 USAF Career Officer Various Locations</p> <p>Program Manager</p> <p>Level III certified Program Manager; responsible for budgeting, management and oversight of cost, schedule and performance for several acquisition programs throughout AF career, totaling more than \$6 billion</p> <ul style="list-style-type: none"> ▪ Automated Systems Program Office -- provided advanced logistics, supply, communications, and financial systems to all USAF bases, world-wide ▪ F-22 Maintenance Training System -- resolved funding challenges by streamlining training process and reducing training devices from 14 to 8; saving \$2.5 million in current year budget, \$20 million in development and \$110 million in production ▪ Jet Engine Repair Systems -- “Took over and rescued floundering \$22.5 million procurement and got it on contract”; provided critical jet engine repair capability <p>1988–1991 USAF On-Site Representative at Boeing Seattle, WA</p> <p>Warranted Contracting Officer</p> <p>Responsible for administration and on-site enforcement of 43 contracts valued at more than \$5 billion; exercised unlimited, binding signatory authority for the U.S. Government</p> <ul style="list-style-type: none"> ▪ Negotiated and issued more than 200 contract modifications totaling more than \$40 million – more than 40% of the unit’s workload ▪ Identified and recovered \$16 million in cost overruns ▪ Found and corrected errors concerning more than 330 spare items valued at \$4M
Clearance	<ul style="list-style-type: none"> ▪ DoD Top Secret
Education	<ul style="list-style-type: none"> ▪ MBA, Business, Auburn University at Montgomery, AL ▪ BS, double major in Operations Research and Management, U.S. AF Academy, CO
Volunteer	<ul style="list-style-type: none"> ▪ AFCEA NOVA Chapter AF IT Day and Space Force IT Day Planning Committees <ul style="list-style-type: none"> o Worked directly with former SES’s and former AF Dep CIO’s o Supported effort to build effective agenda and recruit key speakers o Member of committee that developed and executed the first AFCEA NOVA Space Force IT Day
Select Training	<ul style="list-style-type: none"> ▪ Advanced Master of Business Development², MBDi ▪ Management of Defense Acquisition Contracts, Army Logistics Material Center ▪ Government Contract Law, AF Institute of Technology ▪ Proposal Writing Workshop, Lockheed Missiles & Space Company ▪ Principles of Contract Pricing Course, AF Institute of Technology ▪ Surveillance of Cost/Schedule Control Systems Criteria, AF Institute of Technology ▪ Introduction to Capability Maturity Model Integration (CMMI) ▪ DoD Architecture Framework (Structured A&D and OO), AFCEA ▪ Strategic Planning, Implementation and Facilitation, American Management Association -- Certified Strategic Planner ▪ Myers-Briggs Personality Type Indicator: Theory to Application, Wright State