



Mike Cappelano

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Over 24 years experience in acquisition management of highly complex military systems. Proven record of successful program execution on high priority, major development programs. Expert program manager and leader with excellent communication, organization, administration and people skills.

Principal Areas of Expertise

Program Management

Director for the \$1.4B Air Force Large Aircraft Infrared countermeasures (LAIRCM) program, the \$380M U.S. Special Operations Command Directional Infrared Countermeasures (DIRCM) program, and \$23M Joint Modeling and Simulations System (JMASS). Highly successful in completing developments ahead of schedule and below cost, while meeting performance requirements. Vast experience in DoD acquisition system. Successfully achieved Milestone B System Development and Demonstration decisions on Infrared Suppression and LAIRCM programs. Successful Milestone C production decisions on DIRCM and LAIRCM.

Test and Evaluation

Orchestrated highly successful development, test and evaluation for DIRCM and LAIRCM systems. Certified and gained approval for LAIRCM entry into dedicated operational testing by the Air Force Operational Test and Evaluation Center. Built highly cohesive and productive team with Edwards AFB 412th Test Wing, Eglin AFB 46th Test Wing, C-17 and C-130 program offices, AFOTEC, OSD/DOT&E, Air Mobility and Air Force Special Operations Commands. Led team through rigorous electronic warfare test process including system modeling and simulation, hardware-in-the-loop laser tests, live missile fire tests, C-17 and C-130 flight tests, and sled track tests. Successful testing led to early fielding. Authored LAIRCM master test plan.

Contracting and Budgeting

Key architect in development of acquisition and contracting strategies for LAIRCM, DIRCM, C-130 Engine Infrared Suppression, JMASS, U.S. SOCOM multi-band laser, Next Generation Missile Warning, and NATO cooperative missile development programs. Hands-on execution of both cost and fixed price type contracts, as well as award fee and incentive fee processes. Authored several acquisition, source selection, award fee plans, and proposal requests. Executed annual budgets of \$250M and prepared inputs for Program Objective Memorandums (POM).

System Support

Expert in all aspects of system support and logistics. Support manager for the \$1.1B Peace Shield command and control system for Saudi Arabia. Managed all spare parts, support equipment, technical manual, and automatic test system development and procurement. System support manager for all F-22 acquisition logistics, valued over \$605M. Managed all support aspects from requirements formulation to site activation.

Position

Senior Associate

Education

BS, Psychology
College of the Holy Cross
MS, Business Management
Troy State University
Air War College
Defense Systems Management
College

Key Positions

Director

Large Aircraft Infrared
Countermeasures (LAIRCM)

Program Director

Infrared Countermeasure Systems

Program Manager

Joint Modeling and Simulation
System

System Support Manager

F-22 Program Office

Systems Support Manager

Peace Shield

Innovative Solutions

Implemented smart business solutions yielding faster delivery at lower cost. Authored and instituted first-ever contract underrun incentive clause motivating development completion ahead of schedule and below cost. Crafted unique Government Furnished Equipment on-aircraft acceptance clause ensuring integrated performance prior to acceptance. Forged new production option matrices to enable indefinite delivery/indefinite quantity options to enable procurement in a varying budget environment. Architect for spiral developments providing early operational systems through planned incremental improvements. Instituted leveraging strategies maximizing use of existing aircraft modification designs to install defensive systems resulting in lower cost, lower risk, earlier fielding.

International Sales

Vast experience in international marketing, negotiation, program sales and management. International marketing experience on head-of-state aircraft protection systems in Bahrain, Italy, Jordan, Qatar, and Saudi Arabia. Negotiation experience on multinational missile and defensive system acquisition program agreements, including industry work share and offset arrangements with Canada, France, Germany, Italy, Spain, and the United Kingdom. International sales and management experience on F-15, Peace Shield command and control, and self-protection systems with Israel, Saudi Arabia, and the United Kingdom.

Technology Transition

Conceived and implemented a very successful spiral development strategy to transition mature technology from the Air Force Research Laboratory into the LAIRCM program. Innovative approach balanced customer needs for near term solutions with longer term performance improvements and affordability. Developed miniature, low cost pointer tracker turret assembly, advanced missile warning system, and improved laser jammer roadmaps for transition to development based on technology maturity. Transition plans approved by operational customers.



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