



## Steve Sowers

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Dayton Aerospace, Inc.

28 years of estimating experience in weapon system acquisition programs and manpower standards development programs. Nationally recognized financial manager and advisor to government and industry partners over the past 18 years. Successfully managed cost and schedule activities for multiple development, production, and support programs. Skilled strategist at win-win business cases. Major, USAF (Retired).

### Principal Areas of Expertise

#### *Financial Management*

Executed the spectrum of acquisition financial management including cost estimating, budgeting, and execution of small and multi-billion dollar weapon system programs. Experienced in multiple source selections managing government cost panels, authoring Requests for Proposal, evaluating proposals, responding to solicitations, and advising industry partners on financial issues. Built numerous cost models as predictive financial tools for aircraft systems, munitions, satellites, electronics, and information systems. Conducted independent financial reviews from complete acquisition programs to industry proposals prior to submission. Conducted cost comparisons of government versus contractor provided logistical support systems. Current with latest financial acquisition concepts, cost estimating tools, and cost reporting systems.

#### *Strategic Management*

Innovative strategist adept at harmonizing financial, contractual and technical issues into a favorable business case. Developed multiple strategic concepts that successfully served as discriminators for industry proposals. Assisted numerous government managers in developing innovative financial and contractual solutions that redefined the path to success for the program. Provided the analysis and the convincing arguments to restructure multiple programs. Focused on win-win approach for both the government and industry.

#### *Manpower Management*

Developed estimates and forecasting tools of manpower requirements for multiple government functions including aircraft maintenance, aircrew and missile training, and base support centers. Familiar with organizational structures and concepts employed by government operational and acquisition bases. Familiar with manpower standards development process.

#### Position

Senior Associate

#### Education

BS, Business Management  
Marymount University  
MBA  
University of LaVerne

#### Key Positions

##### **Deputy Chief**

F-22 Financial Management

##### **Cost Analyst**

Combat Systems  
Weapon Systems

## Detailed Work History

1998 – present

*Dayton, Ohio*

**Senior Associate**  
**Dayton Aerospace, Inc.**

Provides financial support and strategy development expertise to industry and government clients. Principal financial advisor to F-22 program on budgeting, execution, and alternative strategies. Supported clients on multiple source selections developing strategic discriminators, recommended pricing approaches, and cost/pricing models. Conducted independent financial reviews of programs and individual industry proposals. Provided special assistance to the F-22 program in developing strategy and recommendations for SPD, PEO and SAF/AQ. Specially trusted in sensitive matters because of his knowledge of the program.

1995-1998

*Wright-Patterson AFB, OH*

**Deputy Chief, F-22 Financial Management Division**  
**Chief, F-22 Air Vehicle Financial Management Branch**

Executed all aspects of financial management for F-22 including budget formulation, cost estimating, and funds management of \$2 billion annually. Advised USAF and industry leadership on program cost and schedule execution, program restructuring, and strategy formulation. Participated in senior level negotiations of the development program and the production target price curve. Served as an advisor to several independent teams reviewing the F-22 program.

1990-1995

*Washington, DC*

**Combat System Cost Analyst**  
**Air Staff, Pentagon**

Conducted several independent cost estimates of acquisition programs proceeding through the OSD Cost Analysis Improvement Group and the Defense Acquisition Board approval process. Built unique cost models applicable to aircraft, missiles, electronic, and information programs under review by the staff. Developed options for reorganization of the cost function within the Air Staff. Briefed executives within the Department of Defense.

1986-1990

*Wright-Patterson AFB, OH*

**Weapon System Cost Analyst**

Conducted cost estimates and built cost models of the Tacit Rainbow program as the lead estimator. Served on multiple source selection cost panels authoring Request for Proposals, evaluating industry proposals, and developing the most probable cost. Managed cost panels.

1983-1986

*Los Angeles AFB, CA*

**Cost Analyst**

Managed Congressionally mandated cost reporting for a myriad of space systems. Implemented software tools for cost reporting and developed the process for timely submission of quality products to the Congress. Developed financial funding reports used internally within the USAF.

1975-1983

**Manpower Management Analyst, Little Rock AFB, AK**  
**Manpower Management Analyst, Incirlik AB, TU**  
**Manpower Management Analyst, Vandenberg AFB, CA**  
**Manpower Management Analyst, Altus AFB, OK**



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