



## Mike Smilnak

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Over thirty years experience in Department of Defense, commercial and international business. Includes participation in over 150 proposals for DoD, commercial and international customers. In addition, significant experience in program execution, specifically as a Contract Manager, Project Manager, and Data Manager. Extensive experience with program pursuit, proposal preparation, fact finding and subsequent negotiations, including the establishment of several co-production agreements of several Foreign Military Sales (FMS) cases.

### Principal Areas of Expertise

#### *Proposal Management*

Broad experience in over 150 proposals primarily focused on winning new and follow-on Federal Government Business, including DoD, NASA, FAA, Commercial, and International customers. Experienced in crafting volumes in Management, Past Performance, Representations and Certifications, and Contract Documentation. In addition to extensive proposal strategy development and volume management abilities, possess a wide-range of specialized proposal support expertise, including providing key bid/no bid support, crafting Associate Contractor Agreements and Subcontract Plans, participating in review teams and verifying Basis of Estimates (BOEs).

#### *Program Execution*

Significant experience in program execution specifically contract management, project management, and data management. Participated in proposal preparation and conducted fact finding and negotiations in programs in excess of 2 billion dollars.

#### *Contract Management*

Hands on experience in all facets of contract management. Contract manager for EGI Tri-Services Program. Negotiated all terms and conditions and five (5) year RIW. Managed the contractual integration of: F-15, F-16, A-10, C-130, MH-53, AH-1W, Apache (AH-64), OH-58, F-14, KC-135, F-117, S-3, CH-47, and H-69.

#### *Foreign Military Sales (FMS) and Co-Production*

Extensive experience in program pursuit, proposal preparation, and establishment of co-production agreements of several Foreign Military Sales cases, specifically Israel and Korea. Additional FMS cases include Belgium, Netherlands, Bahrain, Norway, UAE, Oman, Greece, Turkey, and Egypt.

#### *International Program Offset and Countertrade*

Developed and established offset agreements with the Israel MOD and Industrial Cooperation Authority.

### Position

Associate

### Education

BA, Chemistry  
University of Massachusetts  
MBA, Professional Management  
Pace University  
MS, Contract and Acq Management  
Florida Institute of Technology  
PhD, Business Administration  
Kennedy Western

### Key Positions

#### **President**

NCMA Suncoast Chapter

#### **Corporate Coordinator**

Education With Industry Program,  
Air Force Institute Of Technology

#### **Manager, International Contracts**

Honeywell Aerospace

#### **Contract Manager, Middle East Region**

Honeywell Aerospace

#### **Fellow**

National Contract Management  
Association (NCMA)

#### **Contract Manager, EGI TRI-Services Program**

Honeywell Aerospace

### Organizational Memberships

National Contract Management  
Association (NCMA)  
Suncoast Chapter  
National Director  
Association Of Proposal Management  
Association  
Certified Professional Contract  
Manager (CPCM)

## Detailed Work History

2007 – present

*Dayton, Ohio*

### **Associate**

#### **Dayton Aerospace, Inc.**

Perform management consulting services in proposal development and contract management. Specifically doing business with the federal government including RFP analysis and contract execution. In addition, assist in the development of organizational management structures and team-based organizational planning.

1972 – 2005

*Clearwater, FL*

### **Contract Manager**

#### **Honeywell Aerospace Electronics Systems**

Contract Manager for a wide range of high-visibility programs, including extensive international exposure with full bid and proposal responsibility.

- Responsible for V-22 Osprey, Turkish F-5, KC-135 follow-on, Brazil F-5, ALX upgrade (performed by Elbit –Haifa, Israel) and UAV Predator.
- FMS performance based contract (USAF/Lockheed) production for Israel, Greece, UAE, Oman, and Poland. Established and managed co-production and technology transfer to Israel Aircraft Industries (TAMAM). Established Offset Agreement with Israeli Industrial Cooperation Agency.
- EGI-Tri-Services Program (\$800m) proposal preparation. Managed all fact finding and subsequent terms and conditions negotiations, 5year RIW, including various FMS cases. Managed the contractual integration of F-15, F-16, A-10, C-130, MH-53, AH-1W, OH-58, F-14, KC-135, S-3 and H-60.
- USAF Standard RLG program. Managed contractual integration of F-15, F-16, F-5, F-4, F-111, F-111, and F-117. Co-Managed and supported PMRT to OC-ALC.
- Responsible for proposal preparation, negotiations and contract execution for B-52 Overhaul, Spares and Repairs. Supported Depot Transition to AGMC.
- Responsible for budgets, staffing, and scheduling. This included scheduling projects using PERT, CPM and Line of Balance.

1968 – 1970

*US Army*

**Intelligence Officer**, 1<sup>st</sup> Cavalry Division, *Quan Loi, Viet Nam*

**Technical Operations Officer**, Deseret Test Center/Dugway Proving Ground



**Dayton Aerospace, Inc.**

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