

George Stubbs
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Experience Summary

Over thirty five years of extensive Program Management experience directing program Business Management functions including EVMS gap analysis, EVMS implementations, Integrated Baseline Reviews (IBRs), EVMS validations, management reporting and accountability, manufacturing management, production standards development, program estimating, material estimating, subcontract analysis, prime and subcontract negotiations, contract analysis and program finance functions for Information Technology, Software, and Hardware programs.

Work Experience

(1992 - Present)

The CBT Workshop

Senior Partner

Supporting General Dynamics Amphibious Systems in developing a contract rebaseline for the Marine Corps Expeditionary Fighting Vehicle (EFV) program to support an Integrated Baseline Review (IBR). Led a team of seven schedule analysts and MS Project SME in the use of MS Project as the scheduling/resource tool to develop a Integrated Master Schedule.

Supported Bell Helicopter in developing a contract baseline for the Army Armed Reconnaissance Helicopter (ARH) program to support an Integrated Baseline Review (IBR). Led a team of five cost and schedule analysts using Primavera TeamPlay as the scheduling/resource tool and Cost Manager as the EVM tool. Successfully completed the IBR within 90 days of contract award.

Supported Baker Engineering in a Homeland Security EVMS implementation. Acted as Director of Program Planning and Control until the position was filled. Mentored new CAMs and Program staff in the application of EVMS. Lead in the submittal of the follow on cost volume for the second year's effort.

Supported Lockheed Martin IMS in all phases of program management, project control and estimating. Acted as Director of Project Controls and Estimating during this engagement while the position was being filled. Duties included program baseline development, program financial audits, cost estimating; contract pricing; material analysis; computer modeling; labor rate analysis; and independent cost analysis. Also performed detailed quarterly financial assessments on current programs to estimate their current cost position for profit bookings.

Led an on-site team of customer and outside consultant personnel in the development and submittal of all volumes for major (\$300M - \$500M) government procurements. Developed unique linked Excel pricing workbooks that met all of the customer's requirements. Implemented a software solution that solved the simultaneous pricing of SF1411's Schedule B, subclins, unique customer spreadsheet formats and the importing of detailed resource data into and out of Microsoft Project.

Supported Lockheed Martin Missiles and Space in the development of the Executive Summary for the DBS IT Program. The sections included program management; the program's dynamic development process; the use of integrated product teams; the Electronic Data and Management System; and risk.

Assisted in the development and implementation of a EVMS. Supported Honeywell, Colorado Springs, CO. in the writing of a System Description, developed process flows and desktop procedures resulting in a satisfactory EVMS validation. Developed a EVMS for the General Services Administration (GSA) for the management and control of fixed price base building contracts.

At the request of Kaiser Hill, the prime contractor at DOE Rocky Flats led a team to evaluate the proposed implementation of a client/server based Program Management System. This evaluation included reviewing the interfaces between the proposed Program Management System (Deltek's MPM), the existing Accounting System, the current contract budget baseline, and the Scheduling System (Primavera). The end results were detailed recommendations on how to enhance and facilitate the planned implementation and ensure on-time completion.

Assisted prime contractor in cost and schedule baselining of an environmental restoration program for a former DOE operating facility. Developed documentation and operating instructions for DOE Argonne Laboratory for the operation and integration of Primavera Project Planner, Deltek's MPM Project Management Tool and Argonne's internal accounting/cost collection tool.

Performed detailed analysis for SEI Systems & Electronics, Inc. of a large manufacturing program to verify material and labor baseline. This work included review of all engineering drawings and the incorporation of all outstanding engineering change notices. The resulting data was then compared to the current manufacturing material release database and the current labor standards. Variances were developed and analyzed to support customer requirements. To facilitate the above analysis, a download capability was developed that allowed real-time access to current main frame computer data.

(1985 - 1992)

Martin Marietta Corp. - Denver/Colorado Springs, Colorado

New Business Office Responsible for all estimating functions for IT product area including proposal strategy; proposal preparation; RFP compliance; customer audit reviews; prime and subcontract negotiations; and the establishment of a budget baseline. Directed the cost proposal team that prepared and negotiated the winning bid for the Phase I, II, and III National Test Bed (NTB) proposals valued at over \$400 M. Established and directed the Estimating Department for the NTB program, performed six major program replans and supported the customer's fiscal year budget briefings in Washington, DC.

(1976 - 1985)

Boeing Company - Kent, Washington

Lead Estimator Directed the activities of a program estimating group. Responsible for the review and coordination of all prime contract pricing activities including establishment of program WBS; pricing instructions; rates and factors; pricing methodology; proposal schedules; program should costs; management reviews and final customer negotiations. Acted as finance lead on NASA program with responsibility for estimating, budgeting, cost control, cash flow, return on investments, corporate taxes, after tax profit and loss, and customer and supplier financial agreements. Managed and negotiated all aspects of a \$200M material cost volume on an USAF proposal.

Material Cost Analyst Reviewed and coordinated all supplier cost activities. Performed on-site fact-finding, established cost positions, performed cost negotiations, and supported post-contract cost activities. Supported change board with flow times and pricing. Represented Material in customer fact-finding and negotiations. Acted as the Material focal point for all subcontract pricing activity which included preparation of a prime proposal with over \$90M in subcontracts.

(1969 - 1976)

Raytheon Company - Santa Barbara, California

Manufacturing Program Administrator Responsible to the Manufacturing Programs Manager for material analysis on all programs, proposal preparation, turn-on, and schedule of all spares orders.

Education

Master of Operations Management, University of Southern California BA - Physical Science, Minor: Math/Physics, San Diego State University

Other

Computer Skills DOS, Windows and Mac Operating Systems. Project, Access, Word, Excel, Power Point, Visio, Omni Page Pro, C/S Solutions wInsight reporting tool and Deltek's MPM pricing/EVMS tool.