

Michael C. Boerner



Capture Manager, Proposal Manager, Volume Manager, Technical Writer, Proposal Writer, Cost and Pricing SME, IMP/IMS SME

Mr. Michael Boerner combines over 30 years of highly successful experience in the Federal acquisition and proposal development areas with win-related technical project management experience as a subcontractor to major defense contractors. He brings significant experience in the evaluation of proposals for the U.S. Navy, U.S. Air Force, other Federal agencies, and Prime Contractor RFPs covering virtually every contract type, acquisition phase, and ACAT level. He is an experienced proposal manager, technical writer, and color team reviewer.

Mr. Boerner has professional credentials as a Naval Flight Officer and UAV controller, and experience as a logistics engineer on aircraft, engine, radar, avionic, and EW systems engineering, shipboard electronic, land-based missile, and technical services projects. He is experienced in Aircraft Readiness Improvement, Engineering Change Proposal (ECP) and overall project management.

Mr. Boerner provides extensive experience in all aspects of proposal development and preparation.

His background includes providing support for all varieties and sizes of proposal teams.

Areas of Expertise

- Aircraft Maintenance Management on Manned, Unmanned, Tactical, and Surveillance A/C
- Aircraft and Systems Modification Prioritization, Planning, Analysis, and Implementation
- Aircraft, Engine, Radar, and EW Systems Procurement
- Aircraft Weapon Systems and Upgrades, Fighter, Attack, Tanker
- Anti-submarine Warfare (ASW) Sonobuoy Receiver Acquisition
- Electronic Warfare Aircraft and Systems Acquisition, Support Planning, and Implementation
- Financial Services: Commercial Mortgage Brokerage
- Helicopters: CV HELLO Repair Level Analysis; V-22 ILS Planning
- Information Technology (IT): SPAWAR DT-2, TAC-3; JIEDDO Support
- Integrated Logistic Support (ILS)
- Integrated Master Schedules (IMS)
- Integrated Product Teams (IPT)
- Logistics, Aircraft, Surface Ships
- Operations and Maintenance (O&M) Budgeting
- Process Improvement/Re-Engineering
- Sales and Marketing
- Strategic Planning and Development

Mr. Boerner combines 7+ years direct support to government acquisition managers with 25+ years of program management and performance.

He reintroduced the Ao KPP to NAVAIR A-6, EA-6B, F-14D, and subsequent weapon system acquisitions.

Mr. Boerner developed an Aircraft Mission Capability Roadmap for the A-6 aircraft family to meet CNO MC/FMC goals.

Capabilities and Proficiencies

- Activity-Based Costing
- Supply Chain Management
- Best Value
- Business Case Development
- Business Development
- Business Process Re-engineering
- Business Research
- Capture and Proposal Strategy Development
- Compliance Matrices
- Configuration Management
- Program Management
- Costing
- Customer Relationship Management
- Indefinite Delivery/Indefinite Quantity (IDIQ) Procurements
- International Offsets
- Metrics Management
- Performance-Based Contracting

Professional Capture and Proposal Experience

Capture Manager, Proposal Manager, Volume Manager, Cost and Pricing SME, Color Team Leader

- **Ketron, Inc.** for the \$600K *DTNSRDC ILS Technology* proposal to the U.S. Navy: Naval Surface Warfare Center
 - DTNSRDC ILS technology services R&D

Capture Manager, Proposal Manager, Technical Writer, Cost and Pricing SME, Color Team Leader

- **BAI** for the \$100K *EA-6B Post Production Support/DMS-SM* proposal to Northrop Grumman
 - EA-6B post production support/DMS-MS planning
- **BAI** for the \$100K *E-2C PBL Requirements Definition* proposal to Northrop Grumman
 - E-2C PBL requirements definition
- **BAI** for the \$100K *DHS/USCG Rescue 21 Supportability* proposal to General Dynamics
 - Life cycle supportability program for DHS/USCG rescue 21

Clients Served

- AOC Solutions
- ARC-SECOND INC
- BAI
- Bart and Associates (BNA)
- Bionetics
- Boeing Military Aircraft Company
- DRS C3A
- General Dynamics
- International Signal and Control (ISC)
- ITT AES
- Ketron, Inc.
- L-3 Communication Integrated Systems
- Litton Advanced Systems
- Litton Amecom
- NGC-ES
- SAIC
- SEMCOR

- **BAI** for the \$100K *EA-6B MR-51 A/C Reconfiguration* proposal to Northrop Grumman
 - EA-6b MR-51 aircraft reconfiguration
- **BAI** for the *EA-6B ICAP-III SDD ILS Services* proposal to Northrop Grumman
 - EA-6B ICAP-III system design and development ILS, LSA/LMI services
- **BAI** for the *EA-6B Avionics Improvement ILS Services* proposal to Northrop Grumman
 - EA-6B avionics improvement program ILS, LSA/LMI services
- **Bionetics** for the *EA-6B ADVCAP SDD ILS Services* proposal to Northrop Grumman
 - EA-6B ADVCAP SDD ILS, LSA services
- **Ketron, Inc.** for the \$600K *Air-546 Common Avionics Support Services* proposal to the U.S. Navy
 - Air-546 common avionics support services
- **Ketron, Inc.** for the \$1M *EA-6B ICAP-II SDD/Production ILS Services* proposal to Northrop Grumman
 - EA-6B ICAP-II SDD/production ILS services
- **Ketron, Inc.** for the \$3M *EW Technical Support Services* proposal to the U.S. Navy: Naval Sea Systems Command (NAVSEA)
 - EW technical support services

Capture Manager, Proposal Manager, Cost and Pricing SME, IMP/IMS SME

- **BAI** for the *Enhanced Medium Altitude Reconnaissance and Surveillance System (EMARSS)* proposal to SAIC
 - ILS, LMI, LSA, life cycle support

Capture Manager, Volume Manager, Technical Writer, Cost and Pricing SME, Color Team Leader

- **Ketron, Inc.** for the \$15M *Air-04 (06) ILS Omnibus Services* proposal to the U.S. Navy
 - Air-04 (06) ILS omnibus services

Proposal Manager, Technical Writer, Cost and Pricing SME, Color Team Leader

- **SAIC** for the *E-2C Post-Production Support* proposal to the U.S. Navy: Naval Air Systems Command (NAVAIR)
 - E-2C post-production support

Proposal Manager, Technical Writer, Color Team Leader, Briefing Presenter

- **SAIC** for the \$250K *F-16 A/C Mission Assignment Tool* proposal to the U.S. Air Force: F-16 System Program Office (SPO)
 - F-16 A/C mission assignment tool
- **SAIC** for the \$1M *F-16 A/C Availability-Based, Cost-Constrained ECP Prioritization* proposal to the U.S. Air Force: F-16 System Program Office (SPO)
 - F-16 A/C availability-based, cost-constrained ECP prioritization

Government Customers

- U.S. Air Force
- U.S. Air Force: F-16 System Program Office (SPO)
- U.S. Air Force: WR-ALC
- U.S. Army: Aberdeen Proving Ground (APG)
- U.S. Army: Communications-Electronics Command (CECOM)
- U.S. Joint Forces Command (JFCOM)
- U.S. Navy
- U.S. Navy: Naval Air Systems Command (NAVAIR)
- U.S. Navy: Naval Sea Systems Command (NAVSEA)
- U.S. Navy: Naval Surface Warfare Center
- U.S. Navy: Space and Naval Warfare Systems Command (SPAWAR)
- U.S. Department of Agriculture (USDA)
- U.S. Department of Homeland Security (DHS): Immigration and Customs Enforcement (ICE)

- **SAIC** for the \$1M *C-130 SOF A/C Optimized MC/Cost ECP Prioritization* proposal to the U.S. Air Force: WR-ALC
 - C-130 SOF A/C optimized MC/cost ECP prioritization

Proposal Manager, Proposal Writer

- **ITT AES** for the \$600M *Joint Improvised Explosive Device Defeat Organization (JIEDDO) Support Services* proposal to the U.S. Army: Aberdeen Proving Ground (APG)
 - JIEDDO support services

Proposal Manager, Color Team Reviewer

- **L-3 Communication Integrated Systems** for the \$350M *F-16 Mission Training Center* proposal to the U.S. Air Force (Executive Summary, Technical, Past Performance, Management)
 - F-16 mission training center concurrency and support

Proposal Manager, Proposal Consultant

- **ITT AES** for the \$300M *Joint Improvised Explosive Device Defeat Organization (JIEDDO) Enterprise Management System (JEMS) Program Office Support* proposal to the U.S. Army: Aberdeen Proving Ground (APG) (Executive Summary, Technical, Management)
 - JIEDDO enterprise management system program office support

Proposal Manager

- **AOC Solutions** for the \$25M *NRCS Audit REMEDIATION Services* proposal to the U.S. Department of Agriculture (USDA)
 - Audit remediation services
- **Bart and Associates (BNA)** for the *Treasury Enforcement Communications System (TECS) Modernization* proposal to the U.S. Department of Homeland Security (DHS): Immigration and Customs Enforcement (ICE)
 - System design, integration, test, production, support for treasury enforcement communications system
- **General Dynamics** for the \$10M *JCTDS* proposal to the U.S. Joint Forces Command (JFCOM)
 - Program office support services and test

Volume Manager, Technical Writer, Cost and Pricing SME, Color Team Reviewer

- **Litton Advanced Systems** for the *JSF EW System ILS* proposal to Lockheed Martin (Technical, Cost, Management)
 - JSF EW systems ILS design, integration, test, production, and lifecycle support
- **Litton Amecom** for the *E-2C ALR-72 Upgrade ILS* proposal to Northrop Grumman (Technical, Cost)
 - E-2C ALR-72 upgrade ILS services
- **Litton Amecom** for the *E-2C EW Upgrade ILS* proposal to Northrop Grumman (Technical, Cost)
 - E-2C EW upgrade ILS services

International Customers

- Plessey Naval Systems

Private Customers

- General Dynamics
- Lockheed Martin
- Northrop Grumman
- SAIC

- **SEMCOR** for the *USN ALFS FSD Support Equipment Testability* proposal to Plessey Naval Systems (Technical, Cost)
 - USN airborne low frequency sonar FSD support equipment testability

Volume Manager, Technical Writer, Cost and Pricing SME

- **Boeing Military Aircraft Company** for the *USN P-3 Update IV LCC* proposal to the U.S. Navy (Technical, Cost)
 - USN P-3 update IV LCC
- **Boeing Military Aircraft Company** for the *Advanced Multi-Mission Support System Aircraft Supportability* proposal to the U.S. Navy (Technical, Cost)
 - Advanced multi-mission support system aircraft supportability

Volume Manager, Proposal Writer, Color Team Reviewer, Proposal Consultant

- **ARC-SECOND INC** for the \$20M *JSF Boresight System* proposal to Lockheed Martin
 - JSF boresight system design, integrate, test, production, install, and support

Volume Manager

- **General Dynamics** for the \$2B *Littoral Combat Ship (LCS)* proposal to the U.S. Navy: Naval Sea Systems Command (NAVSEA) (Technical)
 - Littoral combat ship

Cost and Pricing SME, IMP/IMS SME, ILS/POR SME

- **SAIC** for the *Enhanced Medium Altitude Reconnaissance and Surveillance System (EMARSS)* proposal to the U.S. Army: Communications-Electronics Command (CECOM) (Technical, Cost, Management)
 - Aircraft ILS

Color Team Reviewer

- **NGC-ES** for the \$1B *B-52 Standoff Jammer* proposal to the U.S. Air Force (Executive Summary, Technical, Management)
 - B-52 stand-off jammer design, integration, test, production, and support
- **International Signal and Control (ISC)** for the *USN P-3 Update IV Training Equipment* proposal to the U.S. Navy (Executive Summary, Technical, Past Performance, Management)
 - USN P-3 update IV training equipment development

Domain Expertise

- **5 Years of Service to the U.S. Navy** (Lieutenant)
 - Naval Flight Officer
 - Division Officer
 - Maintenance Officer
 - UAV Controller (pilot)
 - Detachment OIC
 - Material Officer

- Personnel Officer
- **Founder, Loan Officer** at Boerner Associates, Inc., Financial Services, Herndon, VA (1996–Present)
 - Arranged commercial real estate mortgage loans for private clientele
- **Founder, Program Manager** at Boerner Associates, Inc., Defense Systems Analysis, Herndon, VA (1990–Present)
 - Provided services in sales, marketing, proposal management, cost analysis, operational readiness analysis, maintenance management systems, and logistic support analysis (LSA)
- **Program Manager** at Ketron, Inc. (1978–1990)
 - Provided services in sales, marketing, proposal management, cost analysis, operational readiness analysis, maintenance management systems, and logistic support analysis (LSA)
- **Service Manager** at High Reach Co. Inc., Montgomeryville, PA (1977–1978)
 - Managed profit center for 26-man, 200-unit, three operating site construction equipment fleet
 - Reduced on-hand stock investment by establishing and updating initial outfitting and spares lists for all sites, including the central inventory control point, based on OEM-recommended spares, operating environment, turnaround time, mix of equipment on site, and usage data
 - Identified alternate sources of supply for high-cost, high-usage piece parts, to effect a substantial cost reduction
- **Parts Department Manager** at H. Faulkner Inc., Philadelphia, PA (1976–1977)
 - Converted an inventory control system for automotive replacement parts from a manual card file to an in-house, CRT-entry computer system
- **Real Estate Salesman** at D. Boerner Real Estate, King of Prussia, PA (1976–1977)
 - Real Estate sales and rentals
- **Advertising Artist, Representative** at Boerner Studio, Collegetown, PA (1975–1977)
 - Advertising Art Sales to, and CRM with ad agencies in NYC and Philadelphia area

Technical Proficiencies

Expert-level proficiency in:

- Cost Analysis Strategy Assessment (CASA) LCC Model
- NAVAIR Level of Repair (Mod VI) Model

Proficiency in:

- MS Access, Excel, PowerPoint, Project, SharePoint, Word
- Adobe Acrobat, Flash

- HTML
- RFP Stripping Software
- Windows OS
- PowerLog LMI

Education and Training

- BA, History (additional coursework in Electrical Engineering and Architecture), University of Pennsylvania
- *Writing Federal Proposals*: Shipley Associates
- *UNFO Training*: Naval Flight Officer School, Pensacola, FL
- *MQM-74A Target Systems and Control*: Airborne Target Systems and Controller School, NAS Pt Mugu, CA
- *JASMMM*: Joint Aviation Supply Maintenance Material Management School, Athens, GA
- *ADP Inventory Control and Parts Department Administration*: General Motors