

TROWBRIDGE M. LITTLETON

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Strategic Planning & Execution / Organizational Leadership / Strategic Contracting / Business Development

CORE QUALIFICATIONS

Leadership & Team Building	Commercial & International Contract Management	Supply Chain Expertise
Negotiations & Compliance	Joint Ventures & Strategic Partnerships	Export / ITAR / Offsets
Value Based Lean Six Sigma	Full Lifecycle Program & Project Management	Business Transformations

CAREER HIGHLIGHTS

- Led corporate contracts / supply chain organizational redesign initiative to modernize function across entire corporation. Transformed organization from administrative support to professional oriented teams, removing barriers to collaboration and driving improved performance and efficiency at a lower cost and increased savings.
- Built 30 member cross functional team with leaders in Contracts, Finance, and Business Development for the development and implementation of a corporate wide contract and execution / management system. Provided full business, performance, and relationship view of all 4,000 contracts and customers enabling performance based metrics & business analysis. Delivered system to production ahead of schedule and 21% below cost.
- Top Secret/SCI Level Clearance with Full Polygraph

PROFESSIONAL EXPERIENCE

HELLEN SYSTEMS Middleburg, VA

September 2016 – Present

Technology company leading the development of a Public Private Partnership to deploy a backup system for GPS, providing Position, Navigation and Timing (PNT) services for our critical infrastructure sectors using enhanced LORAN (eLoran)

CO-FOUNDER, PRESIDENT

- Leading the development of an infrastructure based, public private partnership (PPP) between industry and the US Government to build a land based, secure backup system for the Global Positioning System (GPS) that will protect telecommunications, power grid, financial system, emergency services, aviation, etc. which rely on GPS
- Assembled a world class team of the leading technology and infrastructure companies for the design, build and operation of the eLoran system. Each teammate is exclusively partnered with HELLEN Systems and all are multi-billion dollar, publicly traded firms and industry leaders in the field of integration and infrastructure.
- Advocated with Congressional and Senate offices for support and the final introduction of the National Timing Resilience and Security Act of 2018 which will implement eLoran as a GPS backup. This bill is Co-Sponsored by leading Republicans and Democrats on the Senate Commerce Committee

AEROSPACE INDUSTRIES ASSOCIATION Arlington, VA

August 2015 – September 2016

US, CEO led Aerospace and Defense non-profit organization focused on policy advocacy and industry collaboration

VICE PRESIDENT, SUPPLIER MANAGEMENT COUNCIL, BUSINESS DEVELOPMENT & MEMBERSHIP DIVISION

Responsible for management of 320 member companies, business development & Federal supply chain policy.

- Improved member engagement and satisfaction which stabilized the decline in membership from net losses of 40 members/yr in 2013-2015 to net gain of 18 in first 6 months of 2016.
- Lead the transformation of the Supplier Management Conference, improving the value proposition resulting in industry content and networking, resulting in a 75% increase in attendees from 100 in 2015 to 188 in 2016.
- Facilitated and cultivated business development and networking opportunities for member and prospective member companies at major international air shows, to include the Farnborough and Dubai Air Shows
- Lead the organizational redesign and implementation for the upgrading our Customer Resource Management system and data complete rationalization – consolidating over 22,000 legacy records to less than 1,800.

HARRIS CORPORATION.,(Formerly Exelis Inc./ITT Corp.) McLean, VA

2003 – 2005 / 2008 – 2015

US based international provider of products and solutions in the US Government, DoD, and Commercial markets generating \$8.6B in annual revenue with 23,000 employees. Capabilities include: Engineering services, aviation services and products, satellite communication services, electronic warfare products, night vision, tactical radios, space payload & antenna products

CHIEF CONTRACTS OFFICER, CONTRACT & SUBCONTRACT (2013 – 2015)

Resident contracts, subcontract & supply chain thought leader and representative to Corporate Leadership, Division Presidents, and Business Development teams. Lead these functions through 5 Vice Presidents with 250

team members dispersed in 5 divisions and 18 locations. Cultivate working partnerships with business development and program management to ensure effective functional execution, business support, and compliance. Reported to General Counsel and Chief Legal Officer. Collaborate with CEO and CFO regularly.

- Founded Contracts & Supply Chain Senior Leadership Council to assemble top executives and emerging leaders in contracts and Supply Chain quarterly to plan and implement key initiatives and act on developing challenges: Focused on process standardization, data analytics and systems to improve effectiveness.
- Lead the corporate ERP implementation for the Contracts, Sale order and Supply Chain work stream including their impact on revenue recognition and cash flow, modifying business processes to maximize both.
- Embarked on a companywide strategic sourcing transformation program to defragment \$1b in annual spend, utilizing strategies for cost savings and consolidating operational cost. Initial program targeted \$100m/savings.
- Initiated corporate supply chain offset obligation program achieving avoidance of \$1.5M in penalties for 2014.
- Led M&A due diligence in the areas of contracts and supply chain for 3 acquisition and 1 divestiture (valued at \$1.2B), providing solutions to all contracts & supply chain impediments and issues resolution with DCMA/DCAA
- Performed extensive outreach to other business and support organization to build lasting relationships, elevate value of organization, and cross leverage individual expertise to improve execution effectiveness.
- Represent Exelis as Contracts & Supply Chain Executive speaking regularly at DoD Sr. Level Acquisition meetings, trade organization, business development, supply chain, DCMA, and compliance forums.
- Directed activities for IS Division in preparation of 2014 CPSR Audit resulting in approval of system by DCMA.

VICE PRESIDENT, CONTRACTS, PROCUREMENT & SUPPLY CHAIN, INFORMATION SYSTEMS DIVISION (2012 – 2013)

Directed contracts, subcontracts, and supply chain organization for \$1.2B division with 110 team members with 400 active contracts, 1,200 active subcontracts, processing 50K+ purchase orders annually. Oversaw 2 joint ventures, 3 Mentor Protégé programs, and advised leadership regarding risk mitigation strategies. Member of the Ethics and Compliance Review Board. Implemented standard, monthly training program for all staff, with program and business development teams in participation to sponsor stronger business expertise in contracts and working relationships. Maintained compliance with and support of internal/external, SOX, DCMA, DCAA and CPSR audits

- Embraced and implemented category management strategies, achieving 2013 run rate cost savings of \$4M in Engineering services annually, with acceleration to \$11M by 2014. Received Gold Ring of Quality Award.
- Increased competition of subcontracts from 4% to 60%+ in 9 months and improved time to deliver by 50%.
- Assessed 20 peer companies and features of contract / subcontract organizations. Proposed to CEO and Executive Committee plan to overhaul and redesign of organization from divisional alignment to central functional business organization optimizing contract negotiations and procurement leverage.
- Created and deployed 7 web-based applications standardizing processes for efficiency. Enabled 17 head staff reduction (\$2.2M annual overhead cost reduction) while meeting identical transaction volume and service delivery. Tools include OCI sweep system, teaming agreement generator and CPSR learning system.

DIRECTOR, CONTRACTS & SUBCONTRACTS, INFORMATION SYSTEMS DIVISION (2010 – 2012)

Led entire Contract and Subcontract organization with 65 team members. Supported all active contracts, 1,000 subcontracts, and 2 joint ventures. Revamped and enhanced Small Business Development Program.

- Spearheaded contract and subcontract activities for Exelis spin off from ITT Corp. for IS division with novation of 600+ contract, team transition activities, multi-party assignment, DCMA interaction, and cost impacts.
- Integrated and novated separate business area of \$450M from subsidiary into IS Division in under 3 months. This transitioned 1,400 staff, novated 350+ contacts & subcontracts. Received Gold Ring of Quality Award
- Designed, implemented, and deployed GovWin contract management system. Transitioned organization to 100% electronic data management and storage.
- Received DoD's 2012 Eisenhower Award for small business achievement – awarded to 5 of 2,400 contractors.

SENIOR CONTRACTS MANAGER, INFORMATION SYSTEMS DIVISION (2008 – 2010)

Ensured successful management of 3 Contract Managers and 12 Administrators. Supported 87 prime contracts, 225 subcontracts, and 1 joint venture. Integrated \$80M acquisition into Exelis in under 4 months.

Prior tenures included:

GENERAL DYNAMICS, ADVANCED INFORMATION SOLUTIONS, Chantilly, VA 2005 – 2007

Provider of SETA and Engineering support services to classified customers generating \$2.2B at division level.

CONTRACTS MANAGER

Managed the Intelligence, Surveillance, & Reconnaissance business with \$225m in large, classified, services contracts. Led 7 contracts staff. Achieving 100% award fees for all US Government program for entire tenure.

EXELIS, INC.,(Formerly ITT Corp.) INFORMATION SYSTEMS DIVISION RESTON, VA 2003 – 2005

Managed Contracts department for business unit generating \$76M in revenue annually. Staff of 6.

CONTRACTS MANAGER, SKY STATION INTERNATIONAL, INC., Washington, DC 2000 – 2003

IN-HOUSE LAW CLERK, GE FINANCIAL ASSURANCE, Richmond, VA 1998 – 1999

EDUCATION / CREDENTIALS

JURIS DOCTOR, UNIVERSITY OF RICHMOND, T.C. WILLIAMS SCHOOL OF LAW, Richmond, VA 2000

BACHELOR OF SCIENCE, HISTORY & POLITICAL SCIENCE, RADFORD UNIVERSITY, Radford, VA 1996

COMPARATIVE CONTRACT LAW & LEGAL SYSTEMS, KINGS COLLEGE SCHOOL OF LAW, Aberdeen, Scotland 1998

PROFESSIONAL AFFILIATIONS AND ACTIVITIES

Councilman, TOWN OF MIDDLEBURG

Member, Historic District Review Committee, TOWN OF MIDDLEBURG

Vice President, Board Member, MIDDLEBURG MUSEUM FOUNDATION

Planning Commissioner (2014-2016), TOWN OF MIDDLEBURG