



Staff Resume

Mr. Gerald R. Kosbab

BACKGROUND

Gerald Kosbab is a consultant with over 30 years of business experience. He has held executive roles in the Aviation, Aerospace & Defense and Information Technology industries and consulted with aircraft manufacturers and suppliers, regulators and industry standards groups. His leadership experience includes strategy development, operations improvement, product modernization, IT rationalization and optimization and client relationship management. He has worked extensively in product design, development, integration and certification as well as product support, MRO and compliance management. He has served clients in the Americas, Western Europe and Asia.

AREAS OF EXPERTISE

Mr. Kosbab has personal experience in the areas of:

- Integrated product development (IPD)
- Aircraft maintenance, repair and overhaul (MRO)
- Customer relationship management (CRM)
- Enterprise resource planning (ERP)
- Organizational change management
- Intellectual property management and licensing
- Regulatory compliance and reporting
- Engineering flight test and certification
- Avionics and aircraft systems test and certification
- Technical data development and management
- Proposal/pursuit management
- eBusiness & Information Technology (IT) strategy
- IT systems selection & deployment
- IT rationalization, consolidation and outsourcing

CAREER EXPERIENCE

Prior to becoming an independent consultant, Mr. Kosbab's previous career experience includes executive leadership, operations management, business development and information technology positions in the private sector, including:

Industry Experience

Computer Sciences Corporation (CSC), Manufacturing Services Group – Global Aerospace and Defense Practice: a global leader in providing technology-enabled solutions and services to industries and governments, world-wide.

Industry Vice President – Aerospace and Defense (2008 – 2010);

Responsible for managing strategic OEM customer relationships in the U.S. and Europe delivering information technology and consulting services valued at over \$150 MM per year to Aerospace and Defense clients. Services included deployment of Product Lifecycle Management (PLM) processes and systems in support of design partner integration for the Airbus A350xwb program in the U.S., U.K., France and Malaysia, global IT standardization and rationalization for a \$15 B conglomerate of aircraft (fixed wing and rotary wing), components and defense systems, and development of standardized service offerings for regulatory compliance management and reporting. Mr. Kosbab was issued a Top Secret security clearance for work on the Defense Industrial Base and associated cyber security offerings for defense contractors.

Aircraft Technical Publishers (ATP): a multi-million dollar, privately held, global aggregator and electronic publisher of aviation maintenance, safety and regulatory information serving global aircraft Repair Stations, Operators and Regulators.

President and Chief Operating Officer, Sr. Vice President, Strategic Development (2004 – 2008);

Responsible for overall company operations, performance and growth. Established strategies and expanded product offerings for market expansion in regulatory compliance, technical document control and aircraft records management for aircraft repair stations (Part 145), commercial air carriers (Part 121 Scheduled and Part 135 On-Demand) and regulators (FAA, EASA, ICAO). Led modernization of proprietary technical maintenance and regulatory content management software products and secured intellectual property licensing agreements with major aircraft, engine and component manufacturers for third-party sales and distribution. Established new digital production standards and methods reducing production turnaround time by up to 80 percent.

Electronic Data Systems (EDS): a \$20 billion global information services business providing systems integration, consulting, and outsourcing of information technology and business process management functions for companies and governments around the world.



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Managing Director – Strategic Programs, Director of Business Development – Aerospace and Defense (1985 – 2004);
Responsible for program management of long-term, complex, high-value (\$100 million to >\$1 billion) proposals, bid and proposal teams and contract negotiations involving business consulting, systems integration, business process optimization and IT outsourcing and business process outsourcing (Finance/Accounting, Human Resources Management, Logistics, Procurement/Supply Chain Management). Supported major business process change initiatives for Aerospace and Defense customers implementing integrated product development practices in multi-partner defense programs (Northrop Grumman, McDonnell Douglas, Boeing) and commercial air transports (McDonnell Douglas). Developed new service offerings for maintenance, repair and overhaul (MRO) markets and led post-merger integration activities for system integration consulting business acquired from McDonnell Douglas Corporation.

Piper Aircraft Company: a manufacturer of private, training and corporate aircraft
Senior Engineer, Flight Test (1983 – 1985)

Responsible for experimental flight test activities for high performance, multi-engine turbine powered aircraft program including test planning, performance, flight crew duties, data analysis and certification testing/validation. Granted Consultant Flight Analyst Designated Engineering Representative (DER) by FAA, authorizing review and approval of flight performance data on behalf of the FAA.

Cessna Aircraft Company: the world's leading producer of private and business aircraft
Flight Test Engineer, Powerplants Engineer (1979 – 1983)

Responsible for experimental flight test activities for high performance business jet program specializing in aircraft systems developmental and certification testing including propulsion, fuel, environmental, icing, avionics and autopilot systems. Performed powerplants engineering design changes for in-service aircraft and provided liaison with manufacturing operations and field service organizations for production and in-service corrective actions.

CONSULTING ENGAGEMENT ABSTRACTS

- Provided subject matter expertise on aircraft maintenance and repair station operations, compliance management and regulatory oversight for Lockheed Martin-led FAA contract (Systems Approach to Safety Oversight – SASO).
- Led process and systems integration team for MRP standardization between aerospace fasteners manufacturing facilities in U.S., France and Germany.
- Led a business and technical team through specification development, implementation and on-going operation of an aircraft structural design center in Toulouse, France for a U.S. based aerostructures manufacturer including establishing standardized systems environment for solid modeling (CATIA v.5) and product lifecycle management (Dassault SmarTeam).
- Led a business and technical team through specification development, negotiation and contracting for SAP Finance and Accounting implementation with a major U.S.-based aerostructures company.

EDUCATION

Mr. Kosbab holds:

- A Master of Business Administration degree from Nova Southeastern University, Ft. Lauderdale, FL (1985)
- A Bachelor of Science degree in Aerospace Technology from Kent State University, Kent, OH (1979)

Additional specialized training and certifications received by Mr. Kosbab include:

- Safety Management Systems for aircraft operators
- Project Management, Advanced Financial Management, Leading People, Diversity in the Workplace
- Commercial Pilot License with Multi-Engine and Instrument ratings (>1,000 flight hours in single, multi and turbine aircraft)
- Certified Flight Instructor (expired)
- Aircraft Mechanic's License with Airframe and Powerplant ratings

PROFESSIONAL AFFILIATIONS

- General Aviation Manufacturers Association (GAMA) – Technical Policy Committee member, Technical Publications Standards Subcommittee Chairman, 2004 – 2008
- National Air Transportation Association (NATA) – Maintenance and Technology Committee, 2004 - 2008
- Aerospace Industries Association (AIA) – Civil Aviation Regulatory and Safety Committee, 2009 – 2010
- Wichita Aero Club (local chapter of the National Aerospace Association – NAA) – Charter Member, 2008 to present