



## Staff Resume

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### Mr. Mark F. Sauer

#### BACKGROUND

Mark Sauer is an executive with over 35 years of Defense Industry experience. He brings a broad technological and business background with expertise in Business Development, Program Management, and Engineering. He has assumed progressively more responsible roles in the management of program organizations with diverse portfolios that include sophisticated electronic sensors, complex systems integration projects, heavy-duty off-road military specialty vehicles and postal automation systems. Life-cycle planning and support was a critical element of all these projects. Mr. Sauer also possesses the senior leadership experience needed to guide organizations through the transformation from stove-piped functional units into customer-oriented multifunctional, market facing teams.

#### AREAS OF EXPERTISE

Mr. Sauer has personal experience in the areas of:

- Strategic Planning
- Budgeting / Forecasting
- Proposal Development and Management
- Price to Win Analysis
- Program Management
- Product Lifecycle Management
- Capability Maturity Model Integration
- Cost Estimating
- Financial Analysis & Reporting
- Earned Value Program
- Trade Compliance
- Strategic Investment Analysis
- Capital Investment Planning
- Government contracting

#### CAREER EXPERIENCE

##### *Consulting Experience*

- Red Team Member for Technical Volume for "Integrated Prime Vendor" solicitation to transition from US Army organic support to commercial supplier management of 7,500 SKUs
- Proposal content author, editor and contributor to evaluation criteria alignment and strategy development

##### *Industry Experience*

Mr. Sauer has held the following key positions within the Aerospace and Defense Industry:

##### **DRS Sustainment Systems Inc. (St. Louis, MO)**

###### **VP Programs & Strategy**

- P&L Responsibility for seven business markets (>\$350M Revenue)
- Led the strategic planning for these markets
- Led advanced concepts team to identify new / adjacent market opportunities
- Managed Organizational Change to Customer-Facing from Functional Stovepipes with flattened organization
- Led business area improvement teams to gain operating efficiencies reducing working capital by more than 50% over two years and delivering > 14% operating margin
- Led numerous proposal review teams

##### **DRS Sustainment Systems Inc. (St. Louis, MO)**

###### **Director, Electronics Line of Business**

- P&L Responsibility for 3 business markets (>\$50M Revenue)
- Orchestrated significant revenue growth in radar markets through key investments
- Positioned Postal Automation for capture of future postal automation projects
- Maintained key position in High Power RF ATE market
- Championed use of enterprise-wide program management tools allowing integration of Engineering, Operations, and Supply Chain activities and consolidating Financial performance reporting



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### DRS Sustainment Systems Inc. (St. Louis, MO) Director, Business Development

- Proposed and captured initial orders for Ground Surveillance Radar (GSR) on major Army/USMC Force Protection programs & continued to win follow-on business valued at more than \$75M
- Championed strategic investment project recommending key signal processing changes to revolutionize GSR performance / price point

### Systems & Electronics Inc. (St. Louis, MO) Director, Business Development

- Led product development team focused on Perimeter Security System for high-value targets in the Homeland Security market
- Captured competitive solicitation to install and certify Perimeter Security for MDA Missile Launch Facility in Alaska
- Mentored staff of junior Business Development Managers to improve forecasting, lead validation, and Price-to-Win (PTW) Analysis
- Developed PTW for GSR applications in the Border Security and Forward Operating Base markets

### Systems & Electronics Inc. (St. Louis, MO) Director, Program Management

- Led a cost reduction team achieving greater than 20% recurring cost savings on the TUNNER Aircraft Loader production over an 18 month period proposing, negotiating, and implementing approximately 40 separately funded projects
- Led the cross-functional team to plan and implement a Performance Based Logistics program to support including Product Engineering Support, Field Engineering support, spare parts management and delivery, inventory management, and Depot Overhaul planning

### Systems & Electronics Inc. (St. Louis, MO) Director, Program Management

- Led the Electronic Surveillance Systems business area transitioning major production programs between St. Louis, MO and Sanford, FL manufacturing facilities without impacting deliveries or support

### Systems & Electronics Inc. (St. Louis, MO) Engineering Program Manager / Deputy Program Manager

- Led more than 200 person Engineering team, as a project turn-around, to successfully complete development, complete environmental qualification, complete Air Force flight certification, and attain capability deployment of a multi-mode radar system integrated into the MC-130H SOCOM mission critical platform

### *Other Relevant Experience*

#### Emerson Electronics and Space Corporation

- Business Development Systems Engineer / R&D Project Engineer / Group Leader Microwave & RF Systems / Design Engineer – Analog-Digital-Software

#### Cincinnati Electronics Corp

- Digital Communications / Radar Design Engineer – Analog-Digital-Software

### EDUCATION

Mr. Sauer holds:

- Certificate in Corporate Strategic Planning, University of Chicago – Graduate School of Business (2007)
- Master of Science in Electrical Engineering, University of Missouri – Rolla (1978)
- Bachelor of Science in Electrical Engineering, University of Notre Dame (1974)

Additional specialized training received by Mr. Sauer includes:

- Systems Engineering (1985)
- Program Management (1986)
- R. N. Close – Winning Proposal Process (1989)
- Earned Value Management (1999)
- USAF Teambuilding (1999 / 2000)
- Primavera Enterprise Project Manager (2002)



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- AAIM – Lean / Six-Sigma Management Overview (2003)
- Shipley & Associates Proposal Training (2003/2004)
- NDIA - Defense Systems Acquisition Management (2006)
- CMMI Overview (2007)

### PROFESSIONAL AFFILIATIONS, AWARDS AND HONORS

Mr. Sauer is a past member of the National Defense Industrial Association, Association of the United States Army, Association of Old Crows, and the Airlift/Tanker Association.

Mr. Sauer holds patents for specialized modern radar waveforms that prevent them from easily being used as a signature for detection and identification. Patents: 5,861,834 and 5,719,579 / Virtual noise radar waveform for reduced radar detectability