

# AeroAstroTech LLC

Professional, value-added technical and management services, focused on global aerospace and defense

*Business Development*

*Capture Management*

*Project Engineering*

*Project / Program Management*

*Proposal Management*



## Qualifications

***Thirty years of global aerospace and defense experience, including Business Development Director, Program Director, Engineering and Operations Senior Manager at Honeywell Aerospace, Goodrich ISR Systems, and Teledyne Technologies***

***Demonstrated track record of business, program, and technical leadership covering engineered systems, services, and software solutions across aircraft, ground support, human-rated spacecraft, ISR, launch vehicles, missiles, satellites, and sensors for military, civil, and commercial customers***

- Domestic and international business development, program management, capture and proposal management success, with effective tactical and strategic skills across each discipline
- Management responsibility for facilities across North America, over 100 technical staff, \$125M+ annual P&L, and full product lifecycle support

***Proven results aligning company resources to drive strategic business growth***

- Established reputation for building, managing, and leading effective teams to achieve business objectives
- Led and facilitated the strategic planning process
- Managed setup and execution of high-visibility programs totaling \$400M+

***Well-developed domestic and international customer relationships with government officials, leadership and key decision makers across government agencies, prime and tier contractors***

- Proficient at developing strong customer relationships that can be leveraged into business opportunities
- Worked as embedded teammate at global customer locations to resolve volatile issues and repair damaged relations, reversed \$100M international product litigation and major aerospace customer from pulling \$40M+ per year in business

***Business development and capture management expertise to identify and qualify opportunities, help shape the market, manage a winning proposal, and capture new business***

- Capture/Proposal Manager on over 100 military, civil, and commercial proposals leading to contract awards, captured \$100M+ programs and negotiated key teaming on \$1B+ proposals
- Established satellite offices to manage business capture through program execution

# AeroAstroTech Opportunity Capture Process <sup>SM</sup>

Win new business or grow your  
existing business

## Phase 1

**Identify and define specific business opportunity.**  
*Gate Review\* - Pursue/No Pursue? Decision to spend funds to pursue opportunity and help shape the market to win.*

## Phase 2

**Qualify and develop business opportunity.**  
*Gate Review - Bid/No Bid? Decision to spend funds to continue opportunity pursuit and prepare a winning proposal; requires preparation of overall win strategy.*

## Phase 3

**Develop a winning proposal.**  
*Gate Review - Submit Proposal? Decision to submit proposal to customer and commitment to fund pursuit through contract award.*

## Phase 4

**Post-proposal submittal activities through contract award. Review Lessons Learned.**

*\*Gate Reviews are decision points held for management at the end of each phase that must be passed before proceeding to the next phase.*



### Mike D. Powers, Managing Director

- Executive M.B.A. Anderson School of Management - University of New Mexico
- B.S. Electrical Engineering and B.S. Industrial Technology - Arizona State University
- Project Management Professional (PMP) and Six Sigma Certifications
- Security Clearance eligible

# Capabilities

## **Business Development**

To facilitate strategic business growth by aligning company resources and developing strong customer relationships that can be leveraged into business opportunities

## **Capture Management**

Across the Opportunity Capture Process for growth and profitability

- Reference AeroAstroTech Opportunity Capture Process
- Experience and ability to step-in and manage any of the capture process phases and gate reviews

## **Project Engineering**

To manage technical aspects of the project and bridge engineering to project management

- Includes serving as technical POC to the customer and lead for technical reviews

## **Project/Program Management**

Following guidelines from the Project Management Institute (PMI) to setup and execute projects/programs balancing the triple constraint of scope, time, and cost

- Includes subcontract management, risk management, schedule and budget management
- Additional services offered through AeroAstroTech strategic partners include Project Planning, Training, and Earned Value Management System (EVMS)

## **Proposal Management**

Includes volume management, color team reviews, and win strategy

### AeroAstroTech LLC

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