

Brian L. Shaub

APMP(F), INCOSE CSEP, AWS Practitioner, PMP with PMI

Brian.Shaub.0a@outlook.com Mobile 571 236 1959

<https://www.linkedin.com/in/brian-shaub-8b000810/>

Objective – I intend to prepare and submit winning bids by applying a unique blend of capture and proposal management, systems engineering and program management and my national security experience in winning new business. I have five years' experience from the customer perspective, leadership learned from 22 years of active-duty Air Force and another 20 years corporate experience. Special expertise in command, control, communication, aerospace, logistics, staffing. Work hybrid or remote. I take considerable satisfaction working with great people and technology to advance mission capabilities and business productivity. Previously cleared TS/SCI.

Experience – Position, Dates, Results, Description

Blended Years - aggregate experience are combined with other tasks. Many activities are classified and given general names.

Capture Manager	2005, 2011 – 2020, seven years blended experience	ARTEL - Created backlog of ten candidate campaigns totaling over \$200M. Boeing - Lynx VSAT for IC (\$40M) Boeing Defense - F18 SLEP (\$100M), IC Program (\$200M) BLESS (\$500M) & Red Rock (\$300M) - IC Infrastructure Campaigns, IC Data Center (\$1B), G-C-I Reviewed/ Improved Strategy on two campaigns (2 x \$75M)
Assess customer needs and requirements, discern most salient needs, respond to market surveys, assess competition, perform SWOT analysis, shape strategy, price to win, create win themes and outline, ghosting, discriminators, features & benefits, campaign staffing, solicit subs and quotes, participate in down select of most viable teammates, work with multiple functional areas including contracts manager, cost team, to prepare a compliant & compelling offer. Review previous similar bids and debriefs to incorporate lessons learned.		

Proposal Manager	2005, 2011 – 2020, Nine years blended experience	Boeing - Lynx (\$40M) IC SATCOM, Boeing NSS - IC Data Network Program (\$60M), Boeing Defense - IC Infrastructure Program (\$200M), BLESS (\$500M), Red Rock (\$300M), Wide Band Comms for AF Executive Fleet (\$100M), Campaign after action assessments. Consultant – Emergent Bio (\$50M), Serco (\$100M)
Participate with capture manager and leaders of multiple functional areas, shred RFPs, requirements management, proposal plan, create WBS, outline and mockups, insert themes and strategies, graphics selection, features & benefits, ghosting competition, ensure offer consistency, compliance and compelling, create compliance matrix, conduct color reviews and recovery. Respond to the customer questions and prepare FIPRs. Led ID/IQ, Cost Plus, LOE and Fixed Cost Proposals, and LPTA, Best Value. Handpicked on at least three occasions to conduct after action report on failed campaigns to obtain lessons learned, brief Senior Leadership and make necessary changes. Designed and built a Proposal Facility approved for Top Secret material, established proposal archives, processes, templates – only site on East Coast for Boeing. Used numerous times leading to winning proposals.		

Basis of Estimate Leader	Two years blended experience	Two large (>\$200M) IC proposals , each containing over 200 BOEs for cost BOEs and hours BOEs. Worked several smaller BOE volumes that contained approximately 50 BOEs each. All compliant.
Create BOE Template as outlined in RFP, using WBS parsing into functional areas, work with functional experts to estimate hours, apply pricing, spread accordingly, and roll up into composite cost. Methods used have been subject matter expert, historical data, bottoms up and combination of these. Ensured consistency among all related artifacts.		

Volume Lead & Writer	Pre 2000, 2005 – 2020 Five years blended	Boeing IC Data Network - Management Volume (\$40M), IC Large SATCOM (\$50M) – IC Infrastructure Program (\$200M) - Management/Staffing Volume, Consultant DYSIS Tower 3 (\$30M+). Wrote dozens of Operating Instructions, Handbooks, Checklists, training material.
For at least five proposals - Parse requirements according to each section, blend with themes and strategies, create and mature the mocks ups, prepare for color reviews and recovery. Work with proposal manager to ensure all requirements met, page count met. Work with functional area managers to integrate their efforts to ensure a compliant and compelling volume. As a writer – SOPs on Communication Operations, Data Center Operations, Checklists for procedures, ISO, Many Concept of Operations (CONOPS), Training Plans, Handbooks and Slides. Wrote and copyright book called 'The Pragmatics Systems Engineer' with training material.		

Systems Engineer	Pre 2000, 2003-2009, 2018-2020	Air Force – performed research on interoperability of messaging, security, and directory, traveled CONUS, Europe, and Asia as SME, attended DoD, Service Level and Command Level to provide advice and direction for engineering and implementation of system. Briefed at Air Force level conferences on new program, wrote and dispatched short articles to Air Force Global audience. Air Force/DoD - create architecture for messaging system in EUCOM included migration at no mission loss. AFSPACECOM Architecture – reviewed enterprise system architecture and pointed out issues, advised corrections to make one composite system baseline. SE Manager for NCTC Info Sharing Program (post 911) (\$400M) – to establish common portal for IC, Law Enforcement and DoD for counter terrorism. SE on IC Telecom Project for Data Networks, Cellular (\$50M), assorted SE activities – guest speaker at Boeing Level events related to SE. IC Program - Worked on Architecture Team to create full system for intel collection, analysis, storage and reporting, data provenance & lineage, compliant to ICD503. Self-Study – creating architecture for missile warning system
Worked entire lifecycle processes and activities using Waterfalls, Agile/Scrum, Kanban, Spiral, Prototyping, Proof of Concept - Document mission needs, CONOPS, functional and system requirements, conduct validations, and create RVTMs, create and provide oversight to architectures using UML/SysML and DODAF, Cloud Computing/Amazon Web Services, create and execute test plans and scripts, transition plans, create defect management system, Configuration Management tools and processes. Document all PM and SE processes (based in INCOSE) into a repeatable set of processes. Create, maintain and execute SEMP and SEPs. Well versed and wrote/implemented Quality Management Plans based on AS9100 Aerospace (including auditor), and CMMi Ensured systems designed and built to ICD 503 RMF Specifications.		

Past Performance Lead	Two blended years	BLESS, Red Rock, IC Infrastructure – taught inexperienced personnel how to create a Past Performance Volume – capture outline, criteria, candidate programs, including subs selection. Send out past performance surveys with suggested writeup and assist COTRs in getting turned in on time. Ensure complete past performance coverage of all items in RFP. Major participation of writing past performance vol.
Consider a field of candidates and narrow down ensuring those selected cover full set of past performance expectations, as outlined in customer selection criteria. Dispatch past performance references (to past customers) and aid those customers in turning in their rating, on time. Ensuring full consistency across their response, all volumes, and the past performance volume.		

Resume Writer and Staffing	One Year Blended	Red Rock – 400 FTE and ten Key Personal, leadership in establishing criteria, selecting right person, interviews. Ensuring resumes specifically answer each requirement for compliance and are compelling. IC Proposal – 200 FTE, ensure compliance and are compelling.
Create resume template according to RFP and solidly ensure compliance. Ensure Key Person exceed expectations and are most creditable to the customers. Pair up Key Personal with each government functional area manager to ensure each knows, during the evaluation, who their contact Key Personal. Ensure personnel matrix is easy to read, consistent to all other volumes.		

Program Manager & Project Manager	Pre 2000, 2000 – 2006, 2009 – 2010 Ten+ Years Blended Experience	Assorted Air Force projects for transition to upgrade equipment at multiple sites – equipment accountability, installation, training, backup. Boeing QRC – managed VSAT program for IC (\$40M) success paved way for noncompetitive renewal (\$40M), Boeing Large Dish (\$35M) managed sensitive large dish program, Boeing Special Telecom for IC (\$60M) – upon assuming position fixed broken program and received extension – all managed with cost and schedule, and customer pleased.
Known for fixing broken programs, managing cost, schedule, performance and risk of entire system lifecycle and multiple programs. Assess and execute priorities to ensure timely and cost compliant delivery by synchronizing team resources. Created schedules, Gantt Charts, budgets, ensured all deliverables completed and turned in. Take corrective action on deficient areas, applied improvements, and gained confidence of customers and COTRs. Applies waterfalls, agile, and kanban. Create enterprise level program management of common risks and issues, ETC/EACs, EVMS, team development and program growth. Write and manage Program Execution Plans. Managed ID/IQ, Cost Plus, LOE and Fixed Cost Programs. Range is ten to 50 million dollars. Built teams of multiple functions and synchronized activities for efficiency.		

Communication – Computer Chief – US Air Force	Earned rank of Chief Master Sergeant (E9) Time in Service – 22 Years	22 Years – Active-Duty Air Force – Dyess AFB - Supervisor (NCOIC) - Base Telecom and Crypto Account; AFNORTH (NATO) - Traffic Analysis; Buckley AFB – Supervisor of Data Center for DSP (now SIBR1) - missile warning; Supreme HQ Allied Powers Europe – Nuclear Planning Cell; Montgomery AL – Superintendent – PMO for messaging system program; Pentagon – Chief Global Command & Control at multiple sites.
From teletypes to mainframes/small computers, MILSPEC comms to open and commercial standards (Internet). SATCOM (DSP/SIBRs), NATO Comms Systems, Missions included Nuclear Targeting, Early Warning (DSP/SIBRs), base telecom, PMO for a record comm system. Commands and mission – AFSPACECOM, Global Strike Command (formerly SAC mission), Logistics, NATO Nuclear Command and Control, National Command Systems (NCS) in Pentagon/backup sites.		

Training, Coaching & Mentoring	Four decades blended experience	Air Force & Corporate formal, and informal training/coaching. Frequently requested to conduct training to groups of 100 pertaining to System Engineering. Wrote and presented campaign plans and trained teams how to prepare winning proposals.
AF PMO often traveled to military bases and spent a few hours briefing military staff on emerging technology and how to prepare. SHAPE Belgium – created an NCO Professional Development Program that grew to the Air Force worldwide. Boeing – created and conducted training in Quality Management System for over 100 people Boeing Global - Requested as guest speaker for SE topics while at Boeing for CONUS wide audience. Engility/SAIC -- Created and trained over 100 people for classified government programs -- improved performance, lower mission risk, lives saved.		

Education

- Master of Science, Systems Engineering, The George Washington University, 2011
- Master of Arts, Telecommunication, The George Washington University, 2001
- Bachelor of Science, Management of Info Systems – University of Maryland, Global Campus 1993
- **Boeing** – Capture & Proposal Management, PM Best Practices; **Shipley Associates** – Managing Federal Proposals, **SAIC** – Telephony Engineering (40 hours – May 2018); **UDEMY** 2020-2021 – UML and Object-Oriented Design, Ultimate AWS Certified Cloud Practitioner, Google Cloud Platform Fundamentals, JIRA & Confluence, CompTIA NW+ Certification, Fundamentals of Blockchain/ Bitcoin.

Certifications

- AWS Certified Cloud Practitioner – January 2021

- Project Management Profession (PMP) ® Project Management Institute, since 2003
- System Engineering Professional (CSEP) International Council - System Engineering (INCOSE) 2014
- Association of Proposal Management Professionals (Foundation Level Certification), from APMP
- Certified SCRUM Master, SCRUM Alliance

Record of Employment

- Feb 2021 to present – Volunteer with Red Cross, Civil Air Patrol
- Jan – Feb 2023 Proposal Writer for Digital Intelligence Systems, LLC (DYSIS)
- Sep 2019 to Feb 2021 – G-C-I (Wholly Owns Subsidiary of GD-IT) - Systems Engineer for National Security System
- Mar 2019 to Sept 2019 Independent Contractor & Consultant ARTEL and SM&A
- Dec 2017 to March 2019 SAIC – Senior Systems Engineer, Special Comm Systems
- 2002 to 2017 The Boeing Company – Systems Engineer Manager, Program Manager, Business Development (Campaign and Proposal Management)
- 2000 to 2002 J.G. Van Dyke/Getronics - Sr Project Manager, IC DMS Management Office for IC
- 1077 to 2000 – US Air Force (Active Duty) Communications-Computer

Tools Used (but not limited to)

MS Windows, Linux, JIRA, Confluence, MS Word/Excel/PowerPoint, Publisher, MS Project, AWS Console, DOORS, ITIL, ServiceNow, MBSE for SysML using Cameo, Salesforce, Python, Linux

Recognition and Laudatory Comments

- ‘Never seen anything like it! - It's all goodness!’ Comments from a student attending my SE Class
- ‘The SELP Handbook is fantastic!’ A Customer’s Response to the Systems Engineering Handbook
- ‘The team Jelled When Brian Arrived’ -- note from COTR upon taking control of a troubled program
- ‘The Man from Boeing’ - What the competition called me when beating them in an opportunity
- ‘The highest praise I say about Brian is that I trust him – confidence in the integrity, ability, character, and truth of a person’ -- Acknowledgement of Superior Support Letter from a Customer
- Air Force Command & Control Systems Center of the Year – 1989 – Defense Support Program (now SIBRs) Data Center Superintendent
- ‘For the many Air Force members who had the honor of working with you – Thank you for all the leadership and dedication.’ Co-Worker upon my retirement
- ‘I have words and I know how to use them!’ Brian Shaub

Brian Wins!!