

Sample of Campaigns and Proposals for Brian Shaub

Role	Agency	Date	Proposal Name	Employed by
Proposal Writer	Dexian-DYSIS	Jan – Feb 2023	DYSIS Tower 3 (~\$50M), Information Technology Service Management – two weeks from RFP to submission – although assigned as a writer, Mr. Shaub coached the team to preparing strategy, themes, ghosting, competitive analysis, pricing	DYSIS for Aerospace at NRO
Capture Lead	Army INSCOM	2019	Enhanced Army Satellite Services (EMSS), Indefinite (\$100M+) - approved at Gate A	ARTEL, LLC V.C.
Capture Lead	U.S. Army	2019	Responsive Strategic Resourcing for Services (RS3), IDIQ (\$37B) ceiling - approved at Gate A	ARTEL LLC
Capture Lead	U.S. Army	2019	Information Technology Enterprise Solutions-3 IDIQ - (\$12B), approved at Gate A	ARTEL LLC
Proposal Manager	Defense Logistics Agency	2019	Fuels Management Program ~ (\$100M) – honed themes, story boards, graphics, and narratives to lead team of about 30 to prepare a compliant and compelling proposal.	SERCO
Proposal Manager & Capture Lead	U.S. Air Force	2017	C-130 Cockpit Upgrade (~\$100M) - upgrade of late model C130s to a digital cockpit, improved avionics, allow for flight into contested areas.	Boeing Global Support Services
Proposal Manager	National Reconnaissance Office	2016	Infrastructure Support for sensitive overseas sites. Base contract price about (\$390M) with capacity for growth up to \$1B.	Boeing Global Support Services
Proposal Manager	Intelligence Community	2016	Infrastructure Support for classified site and classified customer. Approximate submitted price (\$190M) with capacity for growth to \$1B. Scope included all base services, training, transportation, site back up and COOP support. Besides proposal management, Mr. Shaub led the shaping of the market (to Boeing strengths), forming strategies and themes, ghosting, all volumes of the proposal (Management, Technical, BOEs, Cost, Security, Contracts) that were compliant and compelling.	Boeing Global Support Services

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After Action Investigation and Report	U.S. Navy	2016	Navy Trainer Simulator (>\$100M) - Mr. Shaub was handpicked with one other highly qualified person to investigate the loss of the U.S. Navy Trainer Simulator Contact. Mr. Shaub and his teammate interviewed dozens of proposal professionals and senior managers including the VP of BGS, all documents of the proposal (draft, notes, RFP, entire proposal, comments, debriefs, team reviews) to determine root cause and recommend corrective action. Submitted report to Boeing GSS VP and briefed entire Senior Leadership Team.	Boeing Global Support Systems
Proposal Writer	United Kingdom, Minister of Defense – Logistics (UK MOD)	2009	Future Logistics Information Services (FLIS) (\$1B). Mr. Shaub wrote the portion of this proposal pertaining to IT/IL. He was given three days (two of which were a weekend), to prepare a graphic and a narrative of how Boeing will provide IT/IL. Not only was the suspense met but the Capture Manager was pleased and promised Mr. Shaub a position on the contract, which Boeing later won.	Boeing Defense United Kingdom (UK)
Proposal Manager	Classified	2005	VSAT Program – (\$36M) a classified Satellite Communication Program for the Intelligence Community. An IDIQ contract with over 20+ task orders. Boeing won the base contract and won all the task orders, for which Mr. Shaub was also the Program Manager. This contract had a ‘no compete’ follow-up called Lynx II, largely due to the success of the first program.	Boeing Defense Systems
Capture and Proposal Manager	Classified	2010	Intel Program – a classified highly technical telecommunication program. Approximate value was \$35M. Mr. Shaub was also the Program Manager of this program, which he was credited for bringing the program within cost, schedule, performance expectations.	Boeing Defense Systems
Proposal Manager	U.S. Army Medical Command	2019	Analgesic Ketamine ~ \$50M– US Army research project to replace morphine with ketamine, a safer and more mobile severe pain reliever. Proposal included presenting methods of research, past performance, and a road map to deployment. Mr. Shaub was the site lead for the consultant (SM&A) and provided oversight of all proposal elements. Given the short notice and the lack of proposal experience of the Emergent Bio employees, strategy, themes, outline, writing, contracts, pricing, and BOEs were completed in approximately two weeks, led by Mr. Shaub.	Emergent BIO, Gaithersburg MD

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Capture Manager (assisting)	Classified	2020 – 2021	Two campaigns - reviewed and modified approach, strategy, each \$50M.	G-C-I (GD-IT)
Capture & Proposal Manager	U.S. Navy	2013	F-18 Service Life Extension Program (SLEP), approximately \$50M submitted price.	Boeing Global Support Services
Capture Manager	Intelligence Community	2015	Two Data Centers – likely revenue would exceed \$1B, design, build and manage two data centers. POP contract life potential 20 years. Solicitation was cancelled at the direction of the U.S. Congress.	Boeing Global Support Services
Capture Manager	Classified	2017	Given mission need and requirement for an emerging \$1B campaign, Mr. Shaub leveraged the strengths of Boeing's worldwide presence and conducted initial efforts to establish a remote facility to conduct operations supporting the USG. This required careful coordination with several high-ranking officials yet allowing enough room to query and gain support from Boeing entities without causing undue attention. The effort was successful although the client decided not to proceed due to their own risk assessments.	Boeing
Requirements Manager	Intelligence Community	2020	Mr. Shaub was one of six highly qualified engineers (Mr. Shaub managed requirements) to design and develop an AWS solution for the entire lifecycle of intelligence data – from post collection, retention, provenance & lineage, tagging, analysis and correlation, reporting and all ICD 503 requirements, and then aging out old or obsolete data. Deliverables include all system requirements, the AWS solution, test plan and result and how to implement. Plan was warmly received and was implemented. Estimated price \$200M.	General Dynamics – Information Technology, G-C-I is a wholly owned subsidiary for which Mr. Shaub was employed.
Proposal Center Manager	Internal to Boeing	2017	Established Proposal Center - Mr. Shaub determined the need, requirements, and timing for a classified (TS/SCI) proposal center for Boeing Washington DC Operations. He established requirements, acceptance criteria, a budget and schedule, justified the budget at Boeing, procured the resources, and eventually the center was certified for classified use - eventually becoming the center of many proposal activities (some simultaneously) for Boeing East Coast Operations.	Boeing, Global Services, and the greater Boeing Company