

Thomas G. Reid

Dynamic, versatile, results oriented and experienced **Executive Leader and Mentor** with comprehensive experience in business operations, management, and law. **Experienced Teacher, Instructor, and Speaker** with experience in both undergraduate, graduate, and corporate level courses. **Senior Manager** experienced in strategic planning, business development, and management of multi-million dollar business operations. Demonstrated ability to analyze for opportunity, organize for results, and implement necessary systems and policies for **improved bottom-line performance**. Able to develop highly effective courses of instruction using multimedia resources. Experienced with strategic plans; consistently produce **profitable business and positive educational results** by combining knowledge of law with sound business practice and excellence in management of personnel.

Qualifications include:

- Government Contracting
- Strategic Planning
- Human Resources
- Administration
- Contract Negotiations
- Dispute Resolution
- Budgeting and Accounting
- I/P Management
- Financial Control
- Project Management
- Acquisition Management
- Cost Accounting and Control
- Performance Measurement
- Policy / Procedure Development
- Bids and Proposals
- Labor / Employee Relations
- Staff Development
- Risk Management
- Technology Transfer
- Software Licensing
- Regulatory Compliance
- Manufacturing Operations
- Service Operations
- Organizational start-ups

ACCOMPLISHMENTS (Education)

- ◆ Associate Production Editor, University of Dayton Law Journal (1978-79)
- ◆ Served on National Contract Management Association Education/ Certification Policy Review Board; reviewed educational materials for content; graded Certification exam
- ◆ Taught undergraduate business course at University of Houston, Clear Lake
- ◆ Taught Graduate level Administrative Law course at University of Houston, Clear Lake
- ◆ Achieved 4.0 GPA in Masters of Public Administration
- ◆ Member Phi Kappa Phi Honor Society
- ◆ Frequent speaker and lecturer on Government Contract issues
- ◆ Prepared text on Government Contract law and taught in numerous government and corporate settings
- ◆ Prepared course on Uniform Commercial Code; also taught in corporate settings
- ◆ Frequent author on business and contracting matters
- ◆ Highly-rated and frequently requested speaker on topics related to contract law and management

ACCOMPLISHMENTS (Private Sector)

- ◆ Led team in management of over \$500 million annual contract; led proposal and was successfully awarded \$2.5 B extension
- ◆ Built customer-recognized outstanding contracts department from scratch by implementing basic contract disciplines and formality of contract operations; created process documents
- ◆ Restructured Financial Operations to create a \$6M fund for start-up of new private sector economic development initiative; assisted directly in creation of start-ups
- ◆ Led efforts in the conversion of a CPAF Government contract to CPIF/FF resulting in over \$20M in savings under a \$128M contract
- ◆ Effectively managed over 200 employees

- ◆ Led the award winning team that designed and implemented a staff development program in Acquisition Management, including complete revision of Procurement Manual
- ◆ Published author in Government Contract arena.
- ◆ Created start-up government contract management firm creating positive cash flow from day one.

PROFESSIONAL EXPERIENCE

Certified Contracting Solutions, LLC, Denver, Colorado — 2002 to present **General Counsel, and Chief Problem Solver**

Start-up company providing expert contract management professionals to the government and its contractors on temporary or long-term basis. Support to all agencies including DOE, WAPA, HHS, HUD, FAA, and DOD components.

BWXT Pantex, LLC Amarillo, Texas - 2003 to 2005 Prime Contract Manager (dedicated assignment)

M&O Contractor to the National Nuclear Security Agency. Responsible for all prime contract management activities including performance assessment, invoicing, and support to the customer. Contract valued at \$2.5 billion over 5 years supporting staff of over 3,300. Q clearance.

Gonzales Consulting Services, Inc., Denver, Colorado — 1999 to 2002

Vice President, General Counsel, and Chief Administrative Officer. Company provides services in financial operations, information technology, support services, and security dispatching and communications with revenues over \$11 million. Responsibilities include litigation management, legal compliance, contract administration, operations, risk management, program management, marketing, human resources, proposal development, internal audit, and quality control. Active Q clearance.

DynCorp of Colorado — 1998 to 1999

Vice President of Finance and Administration. Parent company provided information technology, maintenance and site operation services to both Federal and State government agencies, with revenues in excess of \$1.2 billion. Recruited to manage a troubled contract valued at more than \$85 million. Responsibilities included budgeting, financial control, accounting, contracting, procurement, performance measurement, and human resource administration. Additional responsibilities included overseeing more than 350 subcontracts valued at more than \$22 million, and successfully managing the downsizing and subsequent closing of a division without disruption to business and absent any legal ramifications. Active Q clearance.

Lockheed Martin Corporation — 1986 to 1997

Specialty Components, Inc. (subsidiary)

Director of Business Operations and General Counsel. Supervised over 50 employees; responsible for an \$85 million annual budget. In prior assignments with Martin Marietta successfully oversaw more than \$260 million in defense system programs.

Other assignments include Associate Counsel for Michoud Operations, Associate General Counsel for the Data Systems Company, Assistant General Counsel for the Information Systems Group, and General Counsel for the Strategic Systems and Civil Space Systems companies. Held DOD Secret clearance.

NASA — 1982 to 1986

Attorney Advisor for Procurement Matters reporting directly to the Assistant General Counsel. Scope of major responsibilities included the \$1.0 billion shuttle orbiter contract with Rockwell International, Source Evaluation Boards, Senior Advisory Groups, and Award Fee Evaluation Boards. Additional responsibilities included teaching procurement law to buyers, after rewriting and updating AFIT text for FAR, CICA, and NASA specific issues.

Department of the Navy – 1979 to 1982

Civilian Attorney attached to Naval Supply Systems Command

EDUCATION

Franklin & Marshall, Lancaster, PA	Bachelor of Arts
University of Dayton, Dayton, Ohio	Doctor of Jurisprudence
University of Houston, Houston, Texas	Masters in Public Administration

PROFESSIONAL AFFILIATIONS

State Bar of Texas; Federal Court of Claims; US Supreme Court
Chairman, Board of Directors, American Environmental Products, Inc. Boulder, Colorado
Certified Professional Contracts Manager
National Contract Management Association (Fellow)
Past member of the National Board of Directors
Named "Outstanding Fellow – 2006"
Internationally recognized speaker and author on Contract matters
Time Magazine Person of the Year (2006) [But aren't we all!]

PUBLICATIONS

Casenote, University of Dayton Law Review 4 U.Day. L. Rev. (1979)
"Contract Hermeneutics," Contract Management, August, 1988. Page 4.
"Selecting the Subcontract Type," (with E. Sue Coates) Contract Management,
December, 1994. Page 18.
"The Flame of Pride Never Burns Out, Contract Management, September, 2002. Page 62.
"How to Construct a Contract Compliance Matrix," Contract Management, January,
2004. Page 40.
Selecting Contract Types, 2d ed. (with Barbara Bowen). National Contract Management
Association: Virginia. (1990). 115 pages.
"Fire Your Customer!" Contract Management, December, 2005. Page 6.
"How to be the Customer that Doesn't Get Fired" Contract Management, January, 2006.
Page 54.
"Exactly Who *IS* the Government Customer?" Contract Management, December, 2006.
Page 8.
Government Contract Law Basics, Management Concepts, Arlington, VA: 2007.
Contract Terminations, Management Concepts, Arlington, VA: 2007.