

WILLIAM PHILLIPS (6/07)

Name: William Phillips

Title: Sr. Cost Analyst

Education: B.A. 1977, Communications, Azusa Pacific University, Azusa, CA.
Continuing education courses and seminars, SM&A Proposal Volume Lead and SM&A Proposal Training.

Affiliations: Performance Management Association, American Association of Cost Engineers, North American Society for Corporate Planning, National Management Association, Federal Electric Management Association and the Project Management Institute.

Awards: Lockheed Achievement Award, Federal Electric Corporation Commendation, Martin Marietta Commendation, FEMA Outstanding Achievement Award, Jacobs Commendation, and Jacobs Employee of the Quarter Award. Jacobs Centurion Award (5/23/07). Isshinryu Black Belt.

Listings: June 97, Identified by Entrepreneur Magazine, "As one of the Hottest New Small Businesses in America"

Clearances: DoE L Clearance, DoD SCI Clearance – both active, DoE Q Clearance in process.

Mr. Phillips has 26 years of diversified experience in business, EVMS design, implementation and operations, finance, proposals and price-to-win strategies, and managing project controls.

Mr. Phillips experience in **business** includes:

- Co-founder, Vice President and CFO of a small aerospace company. The company grew to \$20 million in revenue within 3 years and employed 260 personnel. Mr. Phillips was instrumental in implementing all aspects of the financial infrastructure, including financing, cash flow management, budgeting, accounts payable, payroll, proposals, DCAA audits, disclosure statements and EVMS applications. Additionally, Mr. Phillips was instrumental in achieving the following:

- Consistent gross margins exceeding 23%
- Significant overhead reductions 12% to 2.5% without productivity loss
- Significant increased operating income
- Completed over 111 programs on schedule and under budget
- Achieved consistent award fee's in excess of 93%
- API awards
- National Safety Council Awards

Prepared business plans that consistently received high marks from the lending institutions, securing funding ranging from \$500,000 to \$2,000,000. Additionally, I provided small to medium sized firms with Asset Based funding, leasing and Small Business Administration Loans (SBA) through local and national banks, as well as firms like GE Capital.

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- Founder of Trifid Corporation a consulting firm specializing in EVMS and Proposal services.

Mr. Phillips experience in **EVMS** includes the design, implementation and operation of EVMS programs, including utilizing EVMS requirements to operate, manage and report on the entire infrastructure and operations of a large commercial business with a very high success rating.

Designed EVMS solutions for various companies and organizations including Lawrence Livermore National Laboratory, Jacobs Engineering, InDyne, Inc, Transsever, TriTech Seven LLC, U-Tech Services, Inc., Northrop Grumman, Boeing, EDO Corporation, Lockheed and Martin Marietta, Federal Electric Corporation, Federal Services Corporation and ITT Turnkey Corporation. Conducted EVMS compliance reviews for the Future Combat System (FCS) \$14B program.

Solutions included web-based applications, as well as, stand-alone configurations. Developed the system description documentation, baseline definition, WBS and CWBS generation, rate identification and application, forecasting, schedule integration and reporting through the Initial Baseline Review (IBR). Support included all metrics, forecasting, planning, budgeting, and change control based on government standards, including EVMIG, DI-MGMT-81650, and 81466A, DFAR 252.242-7001/7002, DoDI 5000.2, ANSI/EIA-748, MILSTD 881 (Current Version), DoE O 413.3, PMBOK and the DoD PMBOK Extension.

Mr. Phillips experience in **finance** includes the following:

Generated cash flow projections for 23 concurrent operations, managed the finance department, accounts payable, accounts receivable and payroll for over 260 personal in 4 different states. Reconciled the data for the annual insurance audits, including work compensation and general liability claims. Developed and provided overhead and general administration forecasts for the company and Defense Contract Administration. Ensured the General Ledger, Balance Sheet and Cash Flow statements were validated utilizing Pro Forma statements, prior to closing the working trial balance. Generated full disclosure statements, ensured DR and CR entries were balanced and reconciled to source documentation, tracked all capital expenditures, Revenue, COGS, OH G/A, EBITDA, and Operating Income. Ensured payroll deposits and transfers were timely and accurate, reconciled chart of accounts, reconciled budgets with contracts and revenue, tracked and validated 401K transactions, tracked accruals, validated depreciation, coordinated all transactions with the bank including line of credit funding and deposits. Developed all internal controls, process and procedures, and ageing reports for invoices. Certified the financial statements at year-end closing. The companies supported include UPC and evaluation of the financial system as it is related to project management for LLNL.

Mr. Phillips experience in **proposals and price-to-win strategies** include the following:

Support for must-win competitive proposals includes development of the cost volume, management volume and past performance volume, win strategy, capture plan and contact plan. Developed discriminators and themes for the win strategy and implemented and managed the proposal process beginning with the initial solicitation through the completed deliverable product. Provided unparalleled support, including teaming partner identification and agreements, proposal scheduling, customer interface, evaluation analysis, technical writing, phase-in planning and schedule development, Burst RFP outlines, compliance matrix, annotated outlines, story maps, graphics generation, mockups, and review teams coordination. Developed comprehensive pricing for the most complex RFP requirements. Provide Red Team management, basic WBS/CWBS development, cost reviews and cost volume development. Provided a comprehensive price-to-win capability using a systems

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approach which includes a detailed analysis of competitive rates, margins and bid strategies based on fully developed data base which includes trend charts, competitive ranges, pricing and modeling. Proposal support included being the Cost Volume Manager for the \$3B MUOS program and numerous programs ranging in size from \$100M to \$8B. The clients supported include the USAF, DoE, Army, US Mint, National Guard, Amtrack and the Transportation Security Authority (TSA). The companies I supported include: Battelle, Boeing, LLNL, EDO Corporation, ARDAK, Jacobs Services Company, General Dynamics, Accenture, Dynamic Sciences, and Boeing Phantom Works.

Mr. Phillips experience **managing project controls** includes support for Jacobs Services Company at VAFB, UPC, Lockheed, Martin Marietta, FEC, FSC, and LLNL. Examples of specific experience are as follows:

As Project Controls Manager for Jacobs Services Company Mr. Phillips was responsible for the development, implementation, and reporting of all cost data related the \$25 million operations and maintenance services contract for unconventional propellant and hazardous waste operation at Vandenberg AFB, in support of space vehicle launch operation. In this capacity he reported cost data, forecasts, gross margin, and performance data directly to project management, corporate headquarters, and the Customers Project Office. Additionally, he coordinated the operations control center scheduling activities, documentation, MIS configuration management, fuels accounting and cost engineering.

Achievements include:

- 100 percent Award Fee's for cost control each month for 48 consecutive months.
- Implemented a fully automated documentation review capability for all Contract Data. Requirements List (CDRL) deliverables.
- Implemented the Automated Work Authorization Systems (AWACS).
- Developed and implemented the Automated Cost Control System.
- Established the discipline, procedures, criteria, and implemented the Performance Management System. The Performance Management System includes all aspects of base lining, reporting, cost control and analysis for over 41 programs. Presented monthly, detailed cost and schedule reviews to the Air Force Project Office, and senior level Air Force at the Program Management Reviews.

At LLNL, Mr. Phillips managed the project controls functions, including budgeting, change management, scheduling, SOW validation, subcontract management, resource allocation, cost control, and status, risk mitigation through the use of PMBOK methodologies, variance analysis, trend identification and analysis.

Employment History:

Jacobs Engineering Group Lawrence Livermore National Lab Sr. Cost Analyst	8/06 - present
Trifid Corporation Consulting subcontract to Jacobs Engineering Group for Lawrence Livermore National Lab	10/05 – 8/06
Trifid Corporation Consultant	2/00 – 10/05

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UPC Founder, Vice President and CFO	10/95 – 2/00
Jacobs Services Company Manager, Project Controls	10/90- 10/95
Federal Services Company Sr. EVMS Analyst	10/84 – 10/90
Lockheed Lead Planner	10/83 – 10/84
Martin Marietta EVMS Analyst	10/80 – 10/84

Contact Information:

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