

End of Year NCMA-WPI Federal Contractor Update

January 24, 2019



About the Speakers



Lieutenant Colonel Christopher L. Foster, Commander DCMA Milwaukee

Lieutenant Colonel Chris Foster is the commander for Defense Contract Management Agency (DCMA) Milwaukee, which is a joint service defense acquisition organization responsible for the leadership, operations and control of approximately 97 civilian and 2 military personnel, spanning three states; Wisconsin, Michigan, and Indiana (approximately 83,000 square miles). Colonel Foster's responsibilities include leading and managing the efforts for contracts management and acquisition life cycle support to all DoD Services and Agencies for 3,000 contracts valued at \$41 billion. DCMA Chicago covers 300 contractor production facilities and is responsible for the cost, schedule, performance and operational readiness support to Program Managers, Buying Commands and the Defense Logistics Agency. Supported Programs include DoD ACAT I Programs like the Joint Light Tactical Vehicle and Family of Medium & Heavy Tactical Vehicle Programs; Joint Munitions; Navy Propulsion Systems; and Soldier support systems.

In addition, the command supports end-to-end product lines shipped directly to the warfighter in support of theater requirements and is a central stakeholder in coordinating contractor, DCAA, DFAS, & Prime/sub-tier supplier actions in support of the DoD Acquisition Enterprise.

William Hughes, Partner – Husch Blackwell



For more than 20 years, Bill has advised and defended employers in connection with employment discrimination matters, terminations, retaliation claims, sexual harassment claims, allegations of failure to accommodate a disability and wage claims. He has represented clients in proceedings before the Equal Rights Division, Equal Employment Opportunity Commission and other administrative agencies, as well as in state and federal courts.

Bill is a member of Husch Blackwell's Technology, Manufacturing & Transportation team. Bill has been an adjunct professor at the University of Wisconsin School of Engineering, where he taught "Legal Aspects of Engineering" for several semesters. Prior to joining the firm, Bill was an attorney for the U.S. Air Force. He is a retired lieutenant colonel from the U.S. Air Force Reserves.

Eric Ness - WI District Director, US Small Business Administration (SBA)



Eric Ness is the District Director for the U.S. Small Business Administration (SBA) Wisconsin District with locations in Madison and in Milwaukee. As District Director, Eric is responsible for the delivery of SBA programs throughout Wisconsin. Eric joined the SBA in 1990 as a Commercial Loan Officer where he had the opportunity to work in both processing and liquidation of loans.

He has served as Finance Chief and Assistant District Director for Economic Development. In December of 2001, Eric assumed the position of Wisconsin District Director. Prior to coming to SBA, Eric worked for Impact Seven as a Business Analyst and was General Manager of Western Wisconsin Development Corporation in Northwestern Wisconsin. Eric graduated from the University of Minnesota with a Degree in Agricultural Engineering and later obtained a Master's in Business Administration from Southern Methodist University in Dallas, Texas.

Paul Lauro, Director of Contracting and Strategic Sourcing – Great Lakes Acquisition Center (GLAC) VISN 12



Born in Chicago, Mr. Lauro's Government career started on Army active duty in 1989 and he was subsequently designated a member of the Corps of Army Engineers (1993) and retired from active duty in 2009. He served the Department of Defense (DoD) for 28 consecutive years (active and civilian service) until February 2017 when he joined the Veteran's Administration. His operational active duty assignments include the 82nd Airborne Division (Infantry) at Ft Bragg, NC, and subsequent Engineer Officer assignments with the 82nd Engineer Battalion, (Bamberg, Germany), the 46th Engineer Battalion,

Heavy Construction (Ft Polk, LA), and Civil Facilities/Force Protection Management Officer (Riyadh, Saudi Arabia). Mr. Lauro has served in a variety of positions including with the National Guard as the General Manager, Procurement Strategic Sourcing; US Marine Corps National Capital Region (Quantico) as the Director of Contracting, Strategic Sourcing; US

Paul currently serves as the Director of the Great Lakes Acquisition Center (GLAC) for the Veterans Administration (VA) Integrated Services Network (VISN 12) with supervisory responsibility (150+ geographically dispersed personnel) ensuring Contracting/Purchasing and execution of supply chain management for 8 Medical Centers, 38 Outpatient Clinics, 8 Nursing Homes, 6 Domiciliaries, and 14 Readjustment Counseling Centers. His organization enables health care services for over 2400 beds and supports multiple highly specialized programs including polytrauma, blind rehab, spinal cord injury, multiple organ transplant sites, and agreements to train thousands of physicians each year. As a result, nearly 38,000 admissions and 4 million outpatient annual visits provide clinical care to a population of over 700,000 Veterans residing within a 4 State region (Illinois, NW Indiana, Michigan's Upper Peninsula, and Wisconsin). Additionally, Paul oversees the management of an enterprise wide credit card program executing 190,000+ transactions annually.

Paul Murphy, Government Contracts Specialist, Financial Compliance – Eaton Corporation

Paul Murphy joined the Eaton Corporate Research and Technology group in 2016 and is responsible for government accounting financial compliance for the segment with average annual government expenses of approximately \$12M related to federal research contracts. Paul is responsible for annual Provisional Rate development, Incurred Cost Submissions (ICS), monthly invoicing, and proposal pricing development in line with FAR, CAS, and 2 CFR 200 regulations. The Corporate Research and Technology group performs on Cost-Share, Cost plus Fixed Fee, Time and Materials, and Fixed Price contracts.

Prior to joining Eaton, Paul was part of Anthem's government contract group, National Government Services, which help cost-type contracts in support of the federal Medicare program. For 5 years at Anthem, Paul was the Business Manager for two programs at NGS with annual expenditures of \$30M and was responsible for monthly spend vs forecast, proposal pricing, EAC reporting, and segment rate structure development with other Business Managers and segment finance. Paul graduated from the University of Wisconsin – Milwaukee with a MS – Accounting and BA – Finance.

Cindy Shane, Senior Manager, Government Contracts – Eaton Corporation

Ms. Cindy Shane joined Eaton in 2004 and is responsible for managing the government research and development (R&D) contracts at Eaton. While she is primarily responsible for the contracts for the Corporate Research and Technology (CRT) group, her team works closely with other Eaton divisions, supporting the technology being developed, to ensure compliance. Ms. Shane oversees procurement contracts and financial assistance awards that include cost reimbursable (CPFF and cost share), Firm Fixed Price and Time and Material agreements with multiple Department of Defense agencies and the Department of Energy. She and her team are actively engaged in Eaton's government programs from proposal submission to contract closeout with emphasis in the areas of financial compliance, subcontract administration, procurement oversight, and Intellectual Property.

Prior to joining Eaton, Ms. Shane spent ten years at ORINCON Corporation in San Diego, CA with responsibilities for pricing and contract management of R&D contracts with the U.S. Navy. She served as a Medical Service Corp Officer in the United States Navy working in fiscal and supply roles at the Naval Hospital, Camp Pendleton, CA and during Desert Shield/Desert Storm as the Comptroller for the Fleet Hospital 6, Bahrain. She is a Certified Federal Contract Manager and NCMA member and has a Bachelor of Business Administration in Accounting from Iowa State University.

Jason Rathsack, Group Lead, Business Operations - Defense Contract Management Agency (DCMA)

DCMA Milwaukee is responsible for contract administration of approximately 1,500 active Department of Defense (DoD) contracts and grants in Wisconsin, Northern Indiana, and the Upper Peninsula of Michigan. Mr. Rathsack previously served as an Administrative Contracting/Grants Officer with DCMA Milwaukee and a Contract Price/Cost Analyst with DCMA Chicago providing direct support to DoD contracting officers in review and recommendations associated with proposal analyses, review of

contractor business systems, cost accounting standards, and incurred cost disputes. Mr. Rathsack's Team is responsible for a range of administrative duties as laid out in FAR 42.302 including but not limited to negotiation and settling provisional billing rates, forward pricing rates, final costs on flexibly priced contracts, and administration of DoD Grants where cognizance is delegated.

Prior to serving DCMA, Mr. Rathsack performed cradle to grave contract specialist duties for the US Naval Facilities Engineering Command (NAVFAC), Naval Surface Warfare Center (NSWC), and the US Dept. of Veterans Affairs (VA). Mr. Rathsack is an active member of NCMA and has served on the NCMA WI Chapter Board for 7 years, most recently elected Vice President. Mr. Rathsack has a DAWIA Level III Certification in Contracting, a B.S. in Economics/Business, and a Masters of Public Administration (MPA) from UW Milwaukee where he previously served as President of the MPA Alumni Chapter.

Daryl Zahn - Manager, Contracts and Compliance - DRS-Power & Control Technologies



Daryl Zahn, CFCM, is Manager, Contracts and Compliance for DRS-Power & Control Technologies, which is located in Milwaukee, WI. In 1998, Daryl joined Eaton Navy Controls Division as Naval Projects Coordinator. Eaton Navy Controls was purchased by the DRS Corporation in 2002 and changed the name to DRS Power & Control Technologies (DRS-PCT). At that time, Daryl was promoted to Senior Contract Administrator where he administered both prime and subcontracts for US Navy programs.

Daryl was promoted to his current position within DRS-PCT to Manager, Contracts and Compliance in May 2011. Daryl is an active member of the Wisconsin chapter of NCMA, having held board positions as Secretary and Vice President. Daryl was elected NCMA-WI chapter President as of July 2015.

Wisconsin Procurement Institute (WPI)



The Wisconsin Procurement Institute (WPI), a non-profit organization established in 1987, is an outgrowth of then Congressman Les Aspin's efforts to help Wisconsin businesses win federal contracts, especially defense contracts. WPI's mission is to assist Wisconsin businesses in creating, developing and growing their Federal, State and Local Government sales, revenues, profits and jobs.

WPI works throughout the State — in rural and urban areas — with large, small, well-established and newly created businesses in areas of manufacturing, technology, construction, research, IT and services. WPI works closely with Federal, State and Local small business programs to maximize the opportunities and market success for disadvantaged, minority, woman, disabled and veteran owned firms as well as those located in designated HUBZone and distressed areas. For additional information, [please click here](#).