



Contract Management Week April 13 – 19, 2008

Tucson's **Mayor Bob Walkup** joins National Contract Management Association (NCMA) and 49 other local governments from around the country in declaring the week of April 13 to 19, 2008 as Contract Management Week in honor of the thousands of contracting and procurement professionals within government and private industry.

Contract Management Week will be a time dedicated to continued professional development, organizational focus, and personal recognition, for the practice and practitioners.

"We are honored to receive such widespread recognition,"
- Neal Couture, NCMA Executive Director

To learn more about the profession or recent trends in Contract Management, visit www.ncmahq.org.



Meet Sandy DiCosola

Organization and Current Assignment:
Summit Contract Management, President

Hometown: Walled Lake, Michigan

Briefly describe your past experience as a Buyer and/or a Seller: In 1981, I started as an Estimator in the Contracts department at Williams International in my hometown Walled Lake. I was later promoted to a Contracts Administrator and I stayed at William 7 ½ years in total. In 1986 I was ready to move on and experience a larger corporation and life in a “big city.” I was hired at Northrop Corporation Defense Systems Division outside of Chicago, Illinois and I worked as a Contract Negotiator for 7 years. (I left Northrop for a year in 1988 in order to marry my conflict of interest who worked for DCMA. I spent that year as a Contracts Manager for CAI, a division of RECON/OPTICAL Inc. and later returned to Northrop when my husband transferred to a regional office.) After leaving Northrop and Chicago in 1994 I moved to Denver, Colorado where I was first exposed to contract administration for small businesses while working as a consultant for PBC Inc. I have been completely enamored with working with small businesses ever since! For the past 11 years I have worked with numerous small businesses as a contracts consultant. I officially started Summit Contract Management in 2003.

What value do you believe the Contracts Profession brings to program performance and stakeholders? I think contracts professionals bring a broad depth of knowledge to programs/stakeholders. We not only understand the legal requirements of the FAR and various regulations, we also understand business. In order to negotiate contracts we must understand both the financial aspects of the business as well as the product or service that the company is selling. We have a positive impact on cash flow by guiding the way contracts are written. We are the organization that keeps the company compliant. We often get involved with new business development by helping write and review license, teaming and various agreements. During the past 25 years I have never been bored as a contract professional and I am constantly learning!

Describe your most challenging and/or rewarding experience in contracting: One of my most rewarding and challenging experiences in contracting was negotiating the first major weapons system warranty for the F15 electronic countermeasures system at Northrop Defense Systems Division. At the time this was a new concept and requirement from the Air Force that they did not even fully understand. Everyone was busy in our contracts department and I decided to champion this project. Creating and pricing the warranty required input from almost all of the organizations just like any proposal would. I read everything available and created a manual that I used to educate our corporate attorneys and contracts group. When it came time to negotiate the warranty at Wright Patterson AFB I was honored to be in charge of the negotiation. This was a major turning point for me as a negotiator because I finally understood how powerful knowledge is and how it guarantees success. I triumphed because I knew more than my counterparts and I was prepared!



Meet Barbara Peterman

Organization and Current Assignment:

Raytheon Missile Systems, Naval Weapon Systems (NWS) Rolling Airframe Missile (RAM) Production Contracts Manager

Hometown: Diamond Bar, California

Briefly describe your past experience as a Buyer and/or a Seller: I began my career in contracting at General Dynamics Pomona, California after graduating from the Administrative Career Development Program back in 1986. So, I have been in contracting 22 years. I started out in the Standard Missile group responsible for Engineering contracts. Those development contracts today are the current configuration in Standard Missile Production. I moved to Tucson in 1994 when Hughes bought General Dynamics Missile business. In 1995 I moved to Northern Virginia and spent a couple of years working for the Standard Missile Company, a joint venture between Hughes and Raytheon. I returned to Tucson in 1998. Since my return, I have worked on Maverick, JSOW, ERGM, Phalanx and RAM.

What value do you believe the Contracts Profession brings to program performance and stakeholders? While I was working on a project with some of my peers from other Raytheon Contracts groups it came to light that meeting the company's mission assurance objective is dependent on how well the Contracts Organization is included in the business Process. Contracts is a valued business partner. We are the library of all contract actions. We are the check and balance with regards to flow down requirements (Compliance). We are perceived as generalist business people. We are the prime interface, internal and external, for all contractual issues.

Describe your most challenging and/or rewarding experience in contracting: I would have to say that Extended Range Guided Munition (ERGM) has been my most challenging assignment to date. Being involved in the strategic planning and capture process when we were trying to forestall a competition was extremely interesting. I like to say it made the job "fun".