

The Aerospace & Defense Forum



Facilitating Business Communication, Collaboration, & Commerce

"Defense Contracting on the Global Stage - Leading Large Complex Contracts"

Guest Presenter:

Anne Guevara

**Director of Proposal and Program Leadership
Raytheon Company Space and Airborne Systems**

Dallas - Ft. Worth Chapter
Thursday, January 12, 2017
7:00am-7:30am: Breakfast & Networking
7:30am-9:00am: Meeting

**New Location for This Meeting Only:
Raytheon Company
2501 W. University Drive, McKinney, TX 75071**

[Click here to register.](#)

Note the location of this meeting will be
at Raytheon in McKinney Future

meetings will return to Arlington.

This meeting is limited to 20 US Citizens. Registration will close at 7am on Thur, January 5.

Both members and non-members must register to attend.

Registration Fees:

- Free - A&D Forum member
- \$30 - Non-member Early Bird (until December 29)
- \$40 - Non-member (after Dec 29)
- Free - Guests (may visit for free twice)

You will receive multiple invitations, regardless of whether you have already registered. Please do not register more than once!

Joining the DFW Chapter mailing list to automatically receive meeting notices is always free. [Click here](#) to join the DFW Chapter mailing list.

See meeting logistics information below.

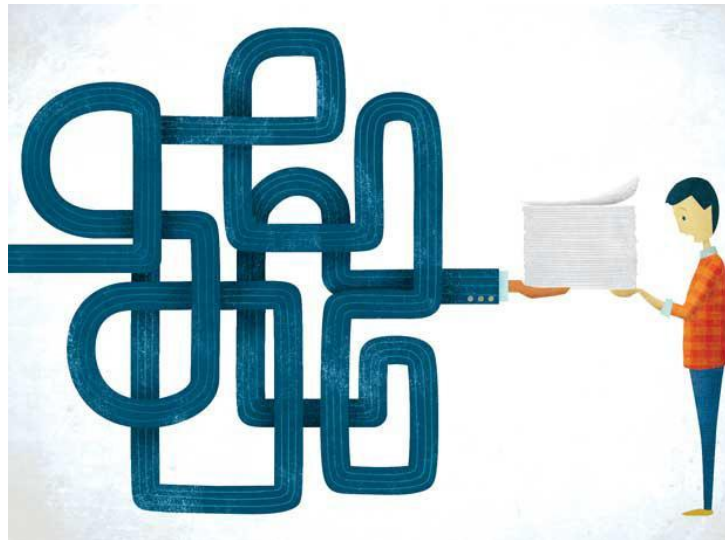
Become an A&D Forum Member

A&D Forum member benefits include advance registration for tours, free attendance at chapter meetings, and access to member sections of the website, including over 170 recorded chapter presentations and an A&D Calendar.

[Please click here](#) to join the A&D Forum.

January 12, 2017 Meeting

- Meeting is limited to US Citizens
- Attire is business casual.
- You must bring a Photo ID
- [Click here](#) for hotels and a map of the area.
- Park in the front / Visitor's parking lot. There will be a sign (with arrows) to the Lobby.



Defense Contracting on the Global Stage:

Leading Large Complex Contracts

Guest Presenter:

Anne Guevara

Director of Proposal and Program Leadership

Raytheon Company Space and Airborne Systems

For many reasons, defense corporations are looking overseas to grow their businesses. The transition from domestic to international program leadership is not seamless and requires additional capabilities to be successful. Leaders working in this environment must have

- Please check-in on arrival.
- You will be escorted from the Lobby to the meeting room.
- Bring a business card - they will be duplicated and copies of all attendee's cards will be available at the end of the meeting.
- Please do not distribute anything during the meeting.
- Introductions will be minimal - your name, company, industry, and a 5 word "elevator speech". We encourage you to be creative!

Feel free to pass this invitation on to others you think would be interested.

Event Info

Thursday, January 12, 2017
 Registration, Breakfast
 & Networking: 7:00-7:30 a.m.
 Meeting: 7:30-9:00 a.m.
 Raytheon Company
 2501 W. University Drive
 McKinney, TX 75071

DFW Chapter Sponsors



A&D Forum Chapter Meetings

Times shown are local time.

South Bay Chapter: **"Being Cyber-attacked - Not 'If' but 'When'"**, Flynn Sears, Supply Chain Manager, Information Systems Manager, Goodyear Rubber Company of Southern California & Michael Villegas, Vice President, K3DES, LLC, January 11, 2017

both a global mindset that aligns with global expectations as well as the proper skills to be successful in the global environment

Please join us in McKinney on Thursday, January 12, (networking at 7:00am, meeting 7:30-9:00am) to discuss factors and considerations for successful Global Program Leadership

Anne Guevara, Director of Proposal and Program Leadership - Raytheon Company Space and Airborne Systems, has successfully led large scale, complex international defense contracts. She will give a brief overview of international defense program management and share lessons learned executing large defense contracts on the global stage.

Guest Presenter



Anne Guevara is presently the Proposal Director for the JSTARS Campaign ~ a large, complex strategic pursuit for Raytheon's Space and Airborne Systems.

Previously, Anne was the Director of Performance Assurance for the Program Management Excellence organization of Raytheon Integrated Defense Systems. Primarily in support of the Seapower Capability Systems portfolio, Anne provided assessments, assistance and

assurance for competitive program execution with a keen focus on PM coaching and mentoring and international program execution.

Prior to joining IDS, Anne was the Deputy Program Director for the Air Command and Control System (ACCS) in Massy, France.

Previously, Anne served as the Director of Program Leadership at Space and Airborne Systems where she was responsible for effective program design solutions including IPDS deployment, program management best practices, risk and opportunity management throughout all phases of program execution and stewardship of the program management pipeline including PM certification and learning.

Arizona Chapter: **"Using SIOP (Sales, Inventory, Operations, Planning process) to Increase Profitability"**, Blaine G. Kriebel, Vice President - Aerospace Program Development, Phoenix Logistics, Inc., January 12, 2017

Los Angeles Chapter: **"Exploring the Back of the Business Card"**, Ann Convery, Speak Your Business, January 20, 2017

San Diego Chapter: Topic TBD, Tuesday, January 24, 2017, 5:30-7:45pm

Orange County Chapter: **"Increasing Cross-Border Commerce US-Mexico"**, Tomas Sibaja, Executive President, Cluster Aeroespacial De Baja California, February 2, 2017

Note: A&D Forum members have first opportunity to sign up for tours. Signup for members is typically available about 3 weeks before the meeting.

The Executive Steering Committee of The Aerospace & Defense Forum

- **Michael Coburn**, CEO, All Metals Processing of Orange County
- **Peter Collins**, Director, Strategic Planning, Aerospace Group, Parker Hannifin Corporation
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- **Robert Jacobson**, Desert Sky Holdings
- **Ivan Rosenberg**, President, InVista Associates, & Co-Founder and Executive Director, The Aerospace & Defense Forum

A&D Forum Executive Director

Ivan Rosenberg

Prior Anne served as the Proponent for Program Leadership for Network Centric Systems (NCS). In this role, she was responsible for Career Management and Learning initiatives for all Program Leaders within NCS.

Before joining the NCS Program Leadership team, Anne served as the Staff Executive for Combat Systems and focused on synchronizing R6S for Growth strategies across the Combat Systems enterprise. Previously, Anne was the deputy program manager for the Firepower Enhancement Program (FEP), the transition to production PM for the Improved Thermal Sight System (ITSS) program, and also the deputy program manager for the Improved Target Acquisition System (ITAS) program for the U.S. Army.

Prior to her various Program Leadership assignments, Anne led Manufacturing Operations for the Avenger Program in McKinney, Texas and was the Land Combat Product Area Director for Circuit Card Assembly operations in Andover, Massachusetts.

Anne joined Raytheon as a manufacturing engineer in 1996. She received a bachelor of arts in Public Policy from Tulane University, a masters degree in Global Leadership Business Administration (MBA) from the University of Texas, and is a graduate of the U.S. Army's Command and General Staff College. Anne is also a Raytheon Certified PM as well as a certified Raytheon Six Sigma Expert.

Recently Posted Presentation Recordings on the A&D Forum Website

"How 8A Companies Survive in the Federal Market", Jonathan (Woody) Woodruff, President and CEO, ORSA Technologies LLC, Arizona Chapter, October 13, 2016

"What Aerospace Suppliers Need to Know about Cloud Computing", Aaron Johnson, Business Development Manager, Tribridge, & Gary Rubenstein, Managing Partner, Rubenstein / Justman Management Consultants, South Bay Chapter, October 13, 2016

"Being an Entrepreneur and the SBIR Program", Steve Harrington, CEO, Flometrics, Orange County Chapter, November 3, 2016

"Advanced Manufacturing Technology for Lockheed Martin F-35 Lightning II Joint Strike Fighter", Dr. Don Kinard, Senior Technical Fellow, Lockheed Martin

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The Aerospace & Defense Forum is a global aerospace and defense leadership community of over 1700, providing opportunities for sharing of information, current events, and analysis, mutual support and encouragement, partnering, innovation, and performance breakthroughs.

AerospaceDefenseForum.org

Aeronautics Production Operations, Dallas - Ft. Worth Chapter, November 17, 2016

"Where Science Gets Down to Business", Michael J. Gallo, President & CEO, Kelly Space & Technology, Los Angeles Chapter, November 18, 2016

"Positioning Your Company to Successfully Pursue Business Opportunities in Cybersecurity", Rear Admiral David H. Lewis, Commander, Space and Naval Warfare Systems Command; Gary Hayslip, Deputy Director, Chief Information Security Officer, City of San Diego, CA, & Justin Sollenne, Chief Financial Officer, iboss, San Diego Chapter, November 29, 2016

**Dallas-Ft. Worth Chapter
Steering Committee**

- **Mr. Michael Shields**, Vice President, Safran North America Purchasing
- **Dr. Thomas Weber**, Strategy Manager, Raytheon
- **Dr. Micky McCabe**, Director, University of Texas at Arlington Research Institute
- **Mr. Jeff Nissen**, Business Development Mgr. Science and Technology, Bell Helicopter
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