**AARON L. ROSS**

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Broad technical background in SATCOM ground systems, Tropo-Scatter and LOS communication systems, C4I and C4ISR systems, LAN/WAN architecture, Network Operations Centers, Server Farms, Storage Area Networks (SAN’s), CCTV, IR Cameras, UAV video surveillance and ISP/OSP cabling. Thorough understanding of program lifecycle management with extensive experience developing technical and cost proposals, vendor selection and risk management. Expertise in managing multi-million dollar domestic and international programs in the public and private sectors to include the Department of Defense, Defense Information Systems Agency, Department of Homeland Security and the Oil & Gas industry with full P&L responsibility. Skilled in developing and implementing management and operational standards geared to meet fiscal mandates and delivery requirements from B&P through project execution and closeout. Excellent communicator focused on empowering internal team members and cultivating lasting customer relationships.

* Program/Project Management
* P & L
* EVMS
* Change/Risk Management
* Budget Planning
* Enterprise Resource Planning
* New Product Engineering & Development
* Vendor Management
* Proposal Development
* Project Engineering
* Continuous Process Improvement

**PROFESSIONAL EXPERIENCE**

**Archen Engineering**

**Project Manager Consultant**

**July 2015 - Present**

Senior management consultant for the Ministry of Interior (MOI), Kingdom of Saudi Arabia, to lead the development and implementation of standardized PMI based disciplines for the Systems Integration and Engineering (SIE) Project -- a $2.1B Border Security Project.

* In heading up this large cross-functional, multi-national 35 member team on this complex and challenging project, the initial focus was to develop close coordination with the prime contractor and cultivate a synergistic relationship with the prime and the SIE Functional Managers in the areas of: C4ISR, Engineering, Information Technology, Organizational Development & CONOPS, Training, PMO and the MOI Program Directorate.
* Project sensors include: FLIR EO/IR cameras; Spexcer/TRGS Ground Surveillance Radar; Automatic Identification System (AIS); Radio Direction Finder (RDF) all tied together using ActaCor and Rola intelligence software.
* Program also includes the construction of over 150 tower sites, three training centers, 40 Rapid Response Stations, consolidated C2I facilities, several major construction projects for Regional and Sector Headquarters.
* Restructured and formalized the SIE Project Management Office support function and gave it the responsibility to develop and implement quantitative project reviews, (monthly and quarterly), to review cost, schedule and performance in accordance with contract requirements and deliverables. These critical reviews will lead to a decrease in project related risk and cost overruns, as well as, allow for early, real-time, identification of anomalies before they become problematic which can jeopardize project success.

**Futron Inc., Afghanistan**

**Country Manager**

**August 2012 – June 2014**

Directed technical staff and managed commercial vendors on an IT services contract in support of the Office of the Secretary of Defense (OSD) Task Force for Business and Stability Operations, (TFBSO) providing secure and unsecure C4I system support to clients at five locations throughout Afghanistan.

* Managed overall execution effort for the contract to control scope, budget, schedule, quality and risk, to ensure customer satisfaction and meet corporate mandates.
* Authored initial Project Management Plan which detailed Staffing and Organizational Structure, Project Transition Processes and Schedule, Network Monitoring and Control to include automated tools, techniques and methods, Configuration and Change Management, Quality Control Plan, Risk Management Plan, property accountability and control and project deliverables.
* Led the successful transition of contract services and support for Futron and the implementation of two network performance and management tools: SolarWinds and Packet Shaper as well as upgrading servers, WAP’s, backbone cabling, integrating terabyte storage capability and installing Cisco ASA’s for firewall protection.
* Created monthly progress and status report that provided both summary and detailed description of a service outage or degraded condition and detailed corrective action taken to resolve it. This report served as basis for evaluating existing conditions, pinpointing where improvements were needed based on trends identified in the report. It also served as a tool to evaluate level of effort and equitable distribution of labor across the program.
* Negotiated service contracts with local internet service providers, both terrestrial and VSAT, and an office services and supply company to purchase replacement OEM toner cartridges for printers at all TFBSO locations.
* Implemented standardized documentation control and reporting practices across the network. Standards included rack elevation drawings, network topology drawings, detailed configuration or "cut-sheets" that specify site specific equipment configuration, current software loads, cable run lists, passwords, user licenses and equipment (GFE) accountability.
* Drafted and proposed strategy to implement a PMO as a cost center detailing the ability to execute projects on time, on scope and within budget through utilization of proven project management methodologies; increase efficiency of project, startup, execution, monitoring and closeout; implement quantitative project reviews, (monthly or quarterly), to review cost, schedule and performance and decrease in project-related risk and cost overruns.

**Serco Inc., Bagram, Afghanistan**

**Sr. Technical Business Analyst**

**March 2009 – August 2012**

Senior Analyst assigned to the LOGCAP Headquarters as lead for evaluation and analysis of SOW/PWS and project change proposal and cost estimates for two prime contractors performing Base Life Support (BLS) and Logistics Support Services (LSS) functions for all of Afghanistan.

* Advisor to Deputy Program Director for evaluations conducted on proposals relating to new construction, renovations and new logistics support services to ensure prime contractors aptly plan to utilize surplus materials and existing labor, where appropriate, to minimize hiring and deploying new employees and purchasing new equipment and evaluate cost proposals that were submitted to perform work.
* Provided guidance to the DPD regarding utilization of assets listed in the PBUSE database as a definitive cost savings measure for the LOGCAP IV Program – as well as reutilization of materials or property recovered as part of base closures in Iraq and Afghanistan.
* Reviewed engineering plans, schedules and cost estimates to assess the validity of their basis of estimate. Trained and assisted the Government support officers at remote locations on change management process, proposal and technical evaluation, project execution and tracking from inception through completion.
* Identified project dependencies and critical path to minimize exposure and risk, developed detailed trend analysis charts which identified program efficiencies and deficiencies in the four primary phases of the change management process.

**Comtech Systems, Inc., Orlando, FL**

**Sr. Program Manager**

**October 2007– March 2009**

Managed portfolio of projects ranging in value from $2.5m to $45m for this OEM. Developed numerous project implementation and management plans as senior member of the Program Management Office leading lifecycle project performance from proposal development through execution, turnover and closeout with full P&L responsibility.

* Managed four concurrent projects in excess of $45m: two new equipment training and installation services projects, one 20Mb tropo-scatter modem product manufacturing and the last a product development (R&D) program for a transportable antenna designed to be utilized with and ultimately replace legacy dual antenna tropo-scatter systems currently in use primarily by the US Military.
* Developed multi-year project budgets, manufacturing/production plans, engineering and training schedules for multiple projects. Results: budget and profit goals met or often exceeded through maintaining project controls, evaluating performance and implementing changes where needed.
* Improved responsiveness to customer on upgrade & installation program by eliminating schedule slips and installation delays by working directly with the depot maintenance facility and end users. Feedback was continuously positive and contract continued to grow.
* Led R&D effort on a 2.4m transportable, self-contained, tropo-scatter antenna system utilizing a proprietary quad-diversity design whereby a single antenna could be used versus the legacy two antenna system. Several proof-of-concept demonstrations of the transportable antenna were conducted with outstanding results for both commercial and government sector representatives. The entire program from concept to manufacturing and demonstration was completed at 65% of budget for the system.

**Stratos Global, (now RigNet) Houston, TX**

**Sr. Project Manager (1099 Contractor)**

**September 2006 – September 2007**

Managed installation, integration and commissioning of voice & data network with Avaya PBX and Cisco premise equipment; Lenel video surveillance management system and GAI-Tronics Paging and general Alarm System at a new liquid natural gas manufacturing and processing facility in Equatorial Guinea. Inherited a project that was budgeted and estimated to be completed 12 months after contract award. Initial review and evaluation of the project revealed it was nine months into execution -- behind schedule and over budget.

* Developed project completion strategy for senior management to get buy-in and acceptance.
* Reviewed all equipment requirements with engineering lead to ensure the design met requirements to operate in explosion prone environment.
* Engineered an aggressive purchase of the needed equipment and factory acceptance testing for the PBX, network, radio, UPS and IR video surveillance systems. Pre-test integration and testing ran 7 days a week 10 hours a day.
* Deployed to Equatorial Guinea to manage construction, installation, integration, testing and commissioning.
* Project eventually completed two months after the anticipated completion date however the customer was so impressed with the recovery and completion efforts that a follow-on contract was awarded for on-site technical support.

**NS Microwave, Spring Valley, CA**

**Sr. Project Manager (1099 Contractor)**

**May 2004 – December 2005**

Manager of multi-million dollar C4I system integration project in support of the Department of Homeland Security, the first for this company within the federal market space. Prepared and implemented multiple detailed management plans: Staffing, Budget, Schedule, Risk Management, Engineering, Test & Acceptance and Logistics.

* Established a program status review board consisting of the Site Director, a high-level political appointee and his management directors for Infrastructure, Electrical and IT Engineering.
* Led ISP/OSP and thermal and standard camera site construction design, as-well-as, testing, integration, commissioning and acceptance of a 120 PTZ and fixed camera video surveillance system and a ground sensor system consisting of over 900 sensors at a high-profile DHS location.

**FC Business Systems, (now General Dynamics), Springfield, VA**

**Sr. Program Manager**

**August 2003 – May 2004**

Awaited a program win to receive a project assignment which did not occur. In the interim developed three technical and cost proposals and assisted the Director of Quality Management with the preparation, development and teaching of an in-house training program geared to support Project Managers understand and adapt to CMMI methodologies.

**Houston Associates, Inc., (now Raytheon) Arlington, VA**

**Project Manager**

**June 2001 – August 2003**

Developed and implemented standards and practices among various commercial construction contractors and Senior Network Engineers conducting facility design and construction of server farms, data centers, ISP/OSP and communications closets on the Navy, Marine Corps Intranet Program in the Mid-Atlantic and Southeast regions.

* Managed all vendors’ deliverables to include engineering, construction and implementation plans, cost and level of effort.
* Developed documentation for the project including RFP’s, SOW’s, mechanical and electrical equipment construction documents, site surveys, physical network design plans and ISP/OSP engineering documents. Responsible to ensure preliminary engineering plans were in compliance with NEC, FIPS, ANSI/EIA/TIA and BICSI standards.
* Managed sub-contractor selection and established Quality Assurance guidelines to monitor work in progress to ensure conformance with contract terms and conditions.
* Designed and executed the Integrated Process Team (IPT) concept. The IPT spanned multiple corporate structures requiring significant team effort to be successful across the matrix.

**Houston Associates, Inc., (now Raytheon) Arlington, VA**

**DARPA-DISA Joint Program Office**

**Program Manager**

**October 1995 - June 2001**

Led developmental program with responsibility for effective management of funds, personnel and deliverables with full P&L responsibility. Served as managing engineer for the Bosnian Command and Control Augmentation VSAT network managing 30 Field Engineers supporting 11 geographically dispersed VSAT terminal locations throughout the Balkan’s and Europe to include England, Italy, Germany (2), Bosnia (3), Hungary, Croatia, Macedonia and Kosovo.

* Engineered solution to interface with USAF ground control stations to transmit real-time video from Predator & Global Hawk missions; Navy’s P3 video and Army’s Hunter UAV missions.
* Managed the development and implementation of the DISA-Europe’s Network Operations Center integrating the, first ever, ATM backbone in the European area of operation which provided hi-speed network connectivity for DISA’s C4ISR network.

**United States Air Force**

**May 1975 – Dec 1994: Honorable Discharge**

**Satellite Communications Operations & Maintenance Manager**

* Mobile Combat Communications Superintendent (Korea 1993-1994)
* MILSTAR Ground System Development Manager – Raytheon (Colorado Springs, CO 1991 – 1993)
* European Terminal Gateway Systems Manager (RAF Croughton, UK 1987 – 1991)
* Combat Communications Maintenance Manager (Patrick AFB, FL 1985 – 1987)

Other assignments included: Nellis AFB, NV; Shemya, AK; Altus AFB, OK; Sembach, Germany; Torrejon, Spain and Columbus AFB, MS. Temporary duty assignments included Saudi Arabia, Japan, Turkey, Italy

**EDUCATION**

**Bachelor of Science, Management**

University of Maryland, College Park

**PMP** – 2004 (Inactive)