

Mark Kempster

Overview

Mark Kempster has operational and program management leadership for hundred million dollar plus systems integration efforts and multi-billion dollar national defense initiatives through his 20 year Air Force career with major achievements in the areas of program acquisition and operations/project management.

Mr. Kempster has a comprehensive understanding of program acquisition, technology insertion and service life extension as well as Statement Of Work development, proposal evaluation, contract negotiation and modification for government contracts. His focus is on identifying and meeting requirements within operational, schedule and budgetary constraints with preplanned program improvements in an uncertain future. Four years corporate. Fifteen years directing programs, assessing missions, requirements and capabilities, identifying efficient and effective alternatives, and performing risk and cost/benefit assessments. Seven years in market analysis and business development. Ten years integrating the budget, technical and management processes. Two years managing all aspects of systems engineering. Eight years test and evaluation. Sixteen years managing and directing technicians, engineers, and acquisition specialists.

Key strengths include: assessing, projecting and prioritizing operational and technical requirements; identifying and evaluating current and future technologies, trends and markets; cost/benefit/risk analysis; program integration, transition and insertion; end-to-end systems management; and program management planning.

Mr. Kempster has served as the Contracting Officer's Technical Representative and been a member of the Contract Change Board for systems engineering and co-chaired the Joint Reliability and Maintainability Team for Space Division.

Significant Projects



Mr. Kempster was selected to serve as the technical and budget analyst to senior White House leadership for the Executive Branch including the Office of the President at the Office of Emergency Operations. There, he developed the *Program Management Plan* and the *Service Life Extension Plan* to integrate organizational goals and priorities with the engineering development and budget processes for five Federal Agencies for a national priority program.

At Headquarters System Command, Mr. Kempster was given responsibility to integrate the missions of 43 multiservice/multinational strategic warning and space surveillance programs with an annual budget of \$1.3 billion. He developed an approach dubbed *Mission Area Analysis* to harmonize requirements and capabilities within fiscal, schedule, mission and technology constraints which he presented to senior leadership. The approach became a tri-service standard.

As the Director of Systems Effectiveness, Mr Kempster managed and supervised 21 professional engineers and specialists with \$2.3 million contract to assess systems engineering contract performance for a national-priority program. In this capacity, he led the development of Statements of Work for eight Strategic Defense Initiative (SDI) programs.

Mr. Kempster was challenged at Space Division to led the first advanced technology demonstration of a \$500 million proof-of-concept test and develop the procedures for future evaluation for what would later become SDI. This successful PATHFINDER required the daily coordination of three major contractors and two National Ranges. The success of this program secured the future of SDI.

Professional Experience

The 212 Partners
Co-Owner

2001 +

Independent sales and marketing with focus on business development.

- BoatBunkers International: Developed corporate documents for multi-million opportunity in billion dollar industry including business plans, market analysis, private placement memorandum, sales and marketing presentations, and user operational procedures. Responded to investor, consumer and user inquiries. Engineering and product improvement.
- Faith Based Resources: Developed Business Plan, By Laws and Articles of Incorporation for non-profit organization. Developed federal and state government compliance documentation. Obtained 501(c)3 (nonprofit) status and state approval. Developed operational polices and procedures. Secured commitment for \$7 million community facility.

Strategic Management Resources, CTW Technologies 1993 - 2001
Co-Owner

Independent contractor to industry and government focused on business development, project evaluation and systems integration. Executive management expertise for profitable solutions. Studies and analyses. Proposals and business plans. Business development. Strategic partners.

- MicroContinuum Inc.: Director of New Business Development for electronic data storage media start-up company in multi-billion dollar market. Market analysis, business plan and strategic plan to support introduction of new technology with ten times performance and cost benefit. Market analysis to industry and user groups. Contracted by National Media Laboratories to perform 10-year market growth projections for all digital data storage.
- SinoMay: Business development for start-up company doing business with Chinese Ministries of Transportation, and Science and Technology. Legal and financial reviews. Compliance to SEC requirements. Joint venture agreements. Secured approval from Chinese Government. Strategy for reverse merger and move from private to public sector. Established strategic partners for future entrance of Chinese companies to US Stock Exchange.
- SER System AG: Competitive market analysis for Europe's largest supplier of document management systems and workflow solutions. Analysis significantly impacted success of US product launch. Evaluated competition and provided critical cost/capability assessment. Identified and assessed future competition. Enhanced profitability. Saved company from loss of multi-million dollar client.
- IBM: Requirements evaluation for IBM insurance company client. Analyzed near- and long-term operating requirements. Assessed impact of future technologies. Identified alternative system architecture to satisfy evolving client needs and provide IBM greater market penetration.
- City of Tempe, AZ, Engineering Department: Requirements analysis, system architectures and implementation plans for electronic document management system. Identified municipality current operations and future growth requirements. Developed plan to support complete operational transition. Improved Department productivity and customer satisfaction.

White House Military Office 1989 - 1993
Office of Emergency Operations
Program and Budget Analyst

Engineering/Financial/Program Management Analyst for the White House Military Office. As the technical and budget analyst to senior White House leadership for Executive Branch including Office of the President, Mr Kempster integrated organizational goals and priorities with engineering development and budget processes for five Federal Agencies and initiated management processes, policies and strategies to increase quality, reduce costs, and meet deadlines. As the technical analyst, he responded to Congressional Staff inquiries.

Headquarters Air Force Systems Command 1985 - 1989
Chief, Space Surveillance and Strategic Warning Systems

Systems Integration and Program Acquisition Manager. Formulated acquisition strategies, financial programs, funding profiles, milestones, and technical requirements for command/control/communication/information programs with an annual budget of \$1.3 billion. Evaluated, and integrated requirements and capabilities of over 40 multiservice/multinational programs. Assessed user requirements, developed trade studies and recommend alternatives. Provided technical, schedule, and financial direction with emphasis on performance improvement and cost reduction. Brought programs in below budget and ahead of schedule. Secured multi-million dollar savings. Team member of select review group directed by the Secretary of the Air Force.

Leadership and direction to over 60 personnel, including developers, contractors, and users of national-priority technology insertion program. Program performance, budget and schedule responsibility. Corrected technical deficiencies. Developed program management transition plans to minimize operational, personnel, and funding impacts. Avoided program delay and cost overrun. Created and implemented approach to evaluate strategic programs which became Department of Defense standard.

Air Force Space Division 1984 - 1985
Director of Systems Effectiveness

Systems Engineer. Managed and supervised 21 professional engineers and specialists with \$2.3 million contract for oversight of reliability, maintainability, quality, parts, materials, processing, safety, configuration control, and data management for advanced technology programs. Negotiated and directed \$5.8 million Air Force CPIF contract with over 125 personnel to support a \$500 million test program. Supported eight multi-hundred million dollar DOD space defense programs that became the Strategic Defense Initiative. Led development of Statements Of Work in systems engineering. Established and Co-Chaired Joint Reliability and Maintainability Evaluation Team. Contracting Officer's Technical Representative. Member of Contract Change Board.

Air Force Space Division 1980 - 1984
Chief, Test Activation and Data Handling

Test Manager. Directed hardware and software development, assembly, integration, and processing for \$500 million demonstration/validation of national-priority, Presidentially-directed program. Managed a professional team of 13 engineers. Coordinated daily activities between three major contractors and two National Ranges. Approved all assembly and test procedures involving over 200 engineers and technicians. Oversaw software and hardware integration and IV&V. Established build and test procedures that resulted in first ever technology demonstration.

Wright Aeronautical Laboratories
Survivability Test Engineer

1976 - 1980

Test Engineer. Managed and directed exploratory testing of advanced concepts. Coordinated activities for proof-of-concept tests. Planned and managed \$300 thousand concept exploration research. Directed 20 engineers and technicians in test preparation, performance, and analysis. Developed methods and analysis which revolutionized tri-service test practices.

Awards and Certifications

- Defense Meritorious Service
- Department of Defense Program Acquisition Manager Level III Certified. (Certified Professional Contract Manager.)
- Top Secret Clearance with Special Clearance Investigation and Special Background Investigation.

Publications

Authored:

- "Data and Document Warehouses" 1999, "Mining the Document Warehouse" 1998, and "Advanced Storage — Requirements and Capabilities" 1997 for AIIM International;
- "COLD Storage Technologies" 1998, 1997 and 1996 for Faulkner Information Services; and
- "Fielding C4I Systems That Meet Operational Requirements and Support the Decision-Making Process" for IEEE MILCOM94.

Co-authored:

- "Mass Storage: Future Trends and Applications" KM World, 17 Nov. 1997;
- "Year 2000 — Mass Storage Systems and Requirements" (NML97-1) for the National Media Lab, 1997; and "Structuring an Effective Contract" The Applied Technologies Group, 1992.

Past member of GIGA ExperNet and consultant to Faulkner Resources.

Professional Associations

Education

- Program Manager's Course, Defense Systems Management College, 1985.
- Master of Science, Systems Management, University of Southern California, 1984.
- Bachelor of Science, Aerospace Engineering, University of Arizona, 1976.