

Kevin Rice
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Qualifications:

Over 40 years of experience in the Management of Project Business Operations in “for profit” and “non-profit” corporate domestic and international environments. Held senior and executive positions responsible for all phases of project business operations including program controls; strategic planning; contracts and pricing; proposal development; cost accounting; financial planning; and subcontract management. Specific responsibilities included achieving targets relative to orders, sales, income, cash, margin, cost, CFROI, TBR, and ROI. Have briefed corporate executive management, senior military staff, congressional staff, and senior international government representatives relative to project financial and business issues. Have developed and conducted numerous training courses, symposiums and guest lecture engagements for DoD, NASA, JPL, Lockheed Martin, Carnegie Mellon, Brookings Institute and various domestic and international conferences.

Experience:

2019 to present: Since retiring from the Jet Propulsion Laboratory in 2019, I have co-created ‘*The Business Space*’ which serves as a platform and community of high achieving University students in the areas of aerospace and business. The community provides a dynamic network that the members can interact on a host of issues, accomplishments, opportunities and challenges. It offers regular accomplished guest speakers from industry as well as CEOs from start-ups in aerospace. It also serves as an opportunity to access courses in finance and international business, mentorships and potential business connections.

In 2019, I also co-founded Triangle Analytics, which provides consulting services to start-up and mid-size companies relative to business operations management, specifically in the areas of financial management, cost analysis and assessment, comprehensive business management training, investment decisions, private equity interface and strategic planning focused on:

- Company growth
- PP&C training
- Proposal development
- Business consulting

Most recently I have also been a guest speaker on several podcasts relative to space and aerospace topics

August 2002 to December 2018: Division Manager; Program Management Division; Jet Propulsion Laboratory; Pasadena, Ca

Duties and responsibilities include managing a division of several hundred employees in the development, implementation and execution of business processes and policies relative to JPL's projects and programs. Specific responsibilities include direct functional oversight of the Cost Estimating & Pricing, Project Controls, Scheduling, Performance Assessment, Institutional Business Management, Independent Assessment, and Project Business Management activities and personnel.

Specific Accomplishments include:

- Developed and Implemented JPL's Business Model which now serves as the template for NASA and the other NASA Centers
- Achieved Earned Value Management (EVM) Validation and Certification, currently the only NASA Center that has received Certification
- Created and implemented JPL's capability for: cost estimating, project controls, and independent cost assessment.
- Received NASA's Outstanding Manager Award for Leadership relative to establishing a business model that has NASA wide applicability
- Developed and institutionalized the yearly business base forecasts for approximately \$2.3B operations
- Served on leadership management councils and steering committees for policy and investment activities

1985 to 2002 – Lockheed Martin, Ontario/Palmdale, CA & R.M. Parsons Corp., Pasadena, CA

Business Manager/Program Controls Manager for both firms. Responsible for all business activities within a line of business, including proposal preparation, price and contract negotiations, cost and schedule performance, performance measurement (EVMS) and income management. Directly accountable for achieving sales and profit objectives for all programs within the line of business. Additional responsibilities include budget development; financial tracking and reporting; program financing, including letters of credit and performance bonds; contract dispute resolution; contract terms and conditions, including payment provisions; business development plans; financial forecasting; customer liaison; and training of personnel. Routinely prepare and give briefings to corporate management.

10 years international financial experience on programs in Argentina, Egypt, Saudi Arabia, Thailand, Taiwan, Spain and Algeria. Responsibilities include business management, financial control, pricing, contract negotiations, and customer interface.

Other:

1992 to present: adjunct professor of Financial Management, International Business and Global Finance at the University of Redlands, Redlands, CA. Have conducted over 200 courses for the university.

Prepare and conduct seminars and workshops in International Business on topics such as: doing business overseas, foreign direct investment, letters of credit, currency exposure, offset agreements; trade barriers, and marketing plans.

Prepared and delivered several papers at academic, industry and government conferences and symposiums on topics such as effective business management models; cost estimation, earned value measurement, cost assessment, art of business management and financial management and analysis. Served as guest lecturer at local colleges and universities and have been a keynote speaker at various business conferences.

Senior professor in NASA's prestigious CFO University on courses relative to business and financial management

Additional Skills:

Knowledge of Microsoft Suite of Applications such as Power Point, Excel, Word, etc; Possess very strong skills relative to strategic thinking and planning, communication, writing and interfacing at all levels of the organization.

Education:

B.A., University of Connecticut, 1973

Finance Program; University of West Florida, Pensacola, Fla. 1975

MBA, University of La Verne, Ca 1985