

LONGENECKER and ASSOCIATES

Ronald E. Cone

EXPERIENCE SUMMARY

- 33 years management experience at all levels and in all areas of Government contracts and procurement at the contracting activity and corporate level
- Responsible for the department wide management and implementation of contracting and business practices at the Department of Energy (DOE), including contract reform, privatization, and performance based contracting

DETAILED EXPERIENCE

Jan 1997 to Present: Independent Consulting

- Since retiring from federal service I have been providing procurement, contracting, and business development consulting services to a variety of major U.S. corporations, Universities, and others.

Sept 1992 to Jan 1997 Director Office of Clearance and Support, DOE Headquarters, Washington. D.C.

- Managed the organization in DOE that is the central clearance point and was the approving official (unlimited authority) for all major contract actions within the Department.
- Responsible for review, approval, and assurance of good business and contracting practices for DOE.
- The single point of contact and represented DOE in all protest actions at the General Accounting Office (GAO). Made the determination to defend the Department's action or to require corrective action by the contracting activity.
- Provided oversight of all Source Evaluation Board activities within the Department.
- Provided guidance and expert advice to DOE elements on source selection matters.
- Provided expert contracting and procurement advice and assistance to DOE field and headquarters elements.
- Served as chairman of the Extend Compete Review Board when determining whether to extend a management and operating contract with the incumbent contractor or to seek competition.
- Represented the Department in contracts and procurement related discussions with congressional staff and the Office of Management and Budget.

Oct 1989 to Aug 1992 Associate Deputy Director of Headquarters Procurement Operations, DOE Headquarters, Washington. D.C.

- Managed and directed a staff of approximately 100 in the award, administration of procurement contracts, federal assistance instruments, and sales contracts. These transactions total approximately 4,000 awards with value approaching \$2 billion annually.
- Actions included the selection award and administration of the full range of government contracts such as support services contracts, management and operating contracts, and ADP contracts. In addition to the standard actions there were some unusual challenges such as the management of loan guarantees for ethanol plants and the open market sale of petroleum from the naval petroleum reserves.

Aug 1988 to Sept 1989 Deputy Director Office of Review and Analysis, DOE Headquarters,

Washington, D.C.

- Conducted management reviews of departmental contracting activities and prime contractors to insure good business and contracting practices.
- Developed and implemented an improved Contractor Procurement System Review (CPSR) process for use in managing the Department's subcontracts.

Mar 1985 to July 1988 Director Acquisition and Assistance Division, Morgantown, WV

- Managed the DOE Morgantown Energy Technology Centers total procurement operation. Directed a staff of 25 to accomplish the award of approximately 1500 actions with a value of \$700 million. These actions included the full range of research and development contracting which utilized instruments such as multiple award solicitations and resulted in cost reimbursement contracts, cost sharing contracts, cooperative agreements and grants. As a result of my efforts independent contracting authority (Head Of Contracting Authority) was granted to Morgantown for the first time.
- Served as the Source Selection Official on high value source selection boards.

Feb 1976 to Mar 1985 Chief, Acquisition and Assistance Branch, Richland, WA

- Managed the contract and acquisition service to support DOE programs at the Richland Operations Office. Responsible for the solicitation, selection, negotiation, award and administration of architect-engineer, construction, support services, and management and operating contracts.
- Managed the very successful Small Business contracting and subcontracting program for the Richland Operations Office.
- Served as chairman and as a member of a number of numerous multimillion dollar source evaluation boards.

Oct. 1972 to Feb 1976 Contract Negotiator, Kelly AFB, San Antonio, TX

- Negotiated contracts for a variety of aerospace related supplies and services.
- Administered contracts for the overhaul of aircraft engines.

EDUCATION / PROFESSIONAL AFFILIATIONS

- B.B.A., Quantitative Management Sciences-University of Houston
- M.S., Contracts and Acquisition Management- Florida Institute of Technology
- Member and former National Director of the National Contract Management Association
- Certified Professional Contracts Manager by the National Contract Management Association