

Paul S. Pencikowski

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Technology & Business Development Manager

Profile

Bridge-builder between the technologists and the USAF acquisition/user communities. Imaginative out-of-the-box thinker. Dynamic public speaker.

Education

- M.S. Systems Management, University of Southern California
- B.A. Business Economics, St. Michael's College
- Graduate, Navy Fighter Weapons School ("Top Gun")

The Aerospace Corporation (2002-2007; Retired)

Technology & Business Analyst

- Program Executability specialist
- Business/ROI Analyst for Advanced Design programs
- Daily interface w/USAF Program Mgmt team
- Specialist in Risk Quantification

Northrop Grumman (Career Highlights 1978-2002; Retired)

Manager

- Marketing Manager, Cockpit Avionics, Europe (based in Lyon, France)
- Technology Development/Marketing Mgr., Advanced Avionics (direct report to now-VP/GM of EADS Ralph Crosby)
- R&D Advanced Projects Manager (Business & Advanced Systems Development; direct report to former Secretary of the Air Force, Dr. James Roche)

Technologist

- Principal Designer, Display Formats & Operational Logic System, B-2
- System Architect, Northrop Pyrotechnically-pumped Laser (a WMD; Also a potential satellite destroyer). Featured article in AW&ST magazine
- System Architect, LAM-D (Laser And Microwave Destructor; an anti-sensor weapon). Reviewed by LANL as "novel, feasible, and affordable"
- (Independent) Consultant to JPL on Climate Orbiter & Polar Lander failures
- Chairman, Avionics Control & Display Working Group, B-2 bomber (a formally convened conflict identification/resolution group)

Military (Retired)

- Naval Aviator, combat experienced F-4/F-14 with significant Flight Test Engineer experience; 3,000+ hours
- Military consultant/liaison to USAF, NATO and Navy policy-planners

Awards

- Aviation Week & Space Technology 1999 Laurels
- NAECON (Best-in-show technology-exhibit designer/builder).
- Navy Commendation Medal (four awards)
- Navy Air Medal (ten awards)

Security Clearance: Top Secret w/SBI (current)

Affiliations/Nominations

- IEEE 1997 and 1998 Aerospace Conferences (Chair, *Advanced Sensors*)
- SAE/AIAA 1999 World Aviation Congress (Chair, *Management*)

Hobbies: Photojournalism; Power & Glider pilot; Model airplane construction/flying

Publications: (Business/Technical; Partial list)

- Novel Detection Schemes for Neutralizing Low-Observable Vehicles (S)
- Space-based Synthetic Vision System Comprised of a Pyrotechnic-Pumped Laser and Range-Gated Camera (AW&ST magazine featured article)
- J-Stars/UAV Strategic Impact Study (CEO briefing)
- J-Stars Europe; A Socio-Economic Approach to Marketing
- Faster, Better, Cheaper? A Mandate Without Methodology (for JPL)
- Competitive Assessment: NOC vs. Boeing/LM/Raytheon
- Aerospace Survival Paradigms: "Acquire & Harvest" vs. "Commodity-Worker" vs. "Supply Chain Mgmt." vs. "Draconian Metrics"
- Lean, A Macro View (for the 1999 AW&ST conference on "Lean")
- Northrop Grumman Border Security System (for the German MoD)

Publications: (Travel/Adventure link to my personal website, 60+ stories)

<http://www.pencikowski.com/TravelsAroundPlayaVista.html>