



## **Thomas F McDermott**

Thomas F. McDermott has more than 35 years of industry experience in the fields of Accounting, Contracting, Estimating and Cost Control. Mr. McDermott has held a variety of positions in Finance, Procurement, Operations, Customer Service, and Systems. He has utilized strategic cost control techniques to develop effective and successful tools to insure corporate profitability in an increasingly demanding corporate environment. His extensive experience base in the areas of Price Negotiation, Cost Estimating, Forecasting and Analysis combined with superior leadership and interpersonal skills have Mr. McDermott a significant contributor throughout a distinguished career. Some examples of his contributions and accomplishments are as follows

- Contributed several ACE teams for insuring ACE Gold for P&W Military Finance.
- Successfully lead negotiation teams that defined engine and spare part prices for procurements in excess \$500m of annually.
- Directed a team of professionals responsible for estimating the cost of Military engines, spare parts and overhaul efforts.
- As Comptroller of a Pratt and Whitney Major Military Overhaul Facility in San Antonio Texas introduced new innovative contracting and estimating techniques that resulted improved financial profitability and long term financial stability.
- Utilizing the ACE tools, working with teams from contracts, purchasing, and marketing, contributed to various process review teams that reduced the lead time of Price Proposals more than 25% resulting in increased proposal volume capacity and significant improvement in customer satisfaction.
- Worked closely in a collaborative fashion with a group representing Marketing, Contracts, and Legal as the Finance Representative on a team formed to offer Full Service Commercial Engine Sales and Overhaul Contracts to the Western Europe Sales Region. This group, stationed in the UTC International Paris, France office, offered customer interface and assistance in all aspects of Jet Engine Procurement Management.
- Offered corporate guidance and counsel in the role of UTC Compliance and Ethics officer for the PWSA Overhaul and Repair Unit.
- Played a lead role in the development and implementation of the SAP module for the Government Engine and Spare Part Cost Estimating tool.
- Supported and justified subcontractor cost estimates throughout the government negotiation process. This included the support of sole sourced subcontractor data and long term agreements formed with our supplier base. This required an intimate knowledge of should cost techniques used to determine final price justification. Support of subcontractor pricing and contract terms and conditions that effect price determination was key in successful negotiation of price.

Thomas was employed by Pratt & Whitney for 33 years enjoying a successful career that evidenced significant contributions in the Financial Discipline with a focus in cost estimating, accounting, controls, contracting and system development. Prior to this, Thomas spent several years in Municipal Government.

Thomas McDermott earned a Bachelor of Science degree in Economics from the Siena College in Loudonville, N.Y. He also earned a Master of Science degree in Finance from Rensselaer Polytechnic Institute in Troy, N.Y.