

## **Edward L. Will**

### **Director, Acquisition Policy and e-Business**

Integrated Defense Systems, The Boeing Company

Mr. Will was made Director of Contracts and Pricing for Acquisition Streamlining in April 1996. Prior to that he was Director of Contracts and Pricing (Core) for McDonnell Douglas Aerospace. Earlier, he held the position of Director of Business Management for McDonnell Douglas' Phantom Works organization and was engaged in numerous R&D programs, including the company's successful bid for the Joint Direct Attack Munition (JDAM) program, one of the first Acquisition Reform pilot programs. Mr. Will had worked for McDonnell Douglas and now the Boeing Company for almost 40 years, beginning as a Cooperative Engineering Student in 1963. He has held various positions in both Engineering and Business Management on advanced aircraft programs, the original development programs for both the F-15 Eagle and F/A-18 Hornet, the National AeroSpace Plane, and in various staff assignments, including Management Information Systems. He obtained his undergraduate degree from St. Louis University in 1972 and an MBA from the University of Missouri at St. Louis (UMSL) in 1979. For several years, he also taught an evening undergraduate business course in computers at UMSL. He is a Fellow in the National Contract Management Association (NCMA) and a senior member of the American Institute of Aeronautics and Astronautics (AIAA). He is the co-author of an AIIE paper entitled "An Engineering Application of the Cost/Schedule Control System," published in their Proceedings in 1972. In 1999, he authored a paper entitled "Paving the Way for Price Based Acquisition," which he presented at the Acquisition Research Symposium and was then published in Acquisition Review Quarterly (Vol. 6, No. 4, Fall 1999). For this paper, Ed was awarded DSMC's David D. Acker Skill in Communication award. He authored an article entitled "Do DOD Profit-Weighted Guidelines Need to Be Revised?" that was published in NCMA's monthly magazine, CONTRACT MANAGEMENT, Sep 2000. In 2001, Ed wrote a paper entitled "The Inequality of Public-Private Competition" that was presented at the AIAA Technology and Operations Symposium. In Jan 2004, Ed coauthored an article with Mrs. LeAntha Sumpter, OSD, on DOD's Unique Identification (UID) Policy, published by the NCMA in their Contract Management magazine. He has also served on the UMSL Chancellor's Committee for Educational Outreach to St. Charles County.