



**Renae L. Caviness**  
**Senior Consultant, RWB Aerospace Professionals**

Career in government contracting spans forty years and demonstrates continuous expansion of skill set and responsibilities, up to and including supervision and management. Experience includes all facets of Estimating and Pricing as well as a strong working familiarity with Contract Administration, Business Operations, and Finance.

- *Proposal Expertise-Cost Volume*
- Contract Administration
- Estimating and Pricing
- *Basis of Estimates*
- Business Operations
- Team Building/Supervision/Training

**Accomplishments**

- Estimating & Pricing Specialist**      Lead consultant for numerous Cost Volumes/Proposals on major defense projects, leading to awards in the hundreds of millions of dollars. Repeatedly called back to support follow-on efforts and new proposals. Prior to consulting, held a number of Estimating and Pricing positions within Boeing in increasing areas of responsibility.
- Surge Support/Contingency Response**      Reported to Boeing’s Sr. Manager of Estimating and Pricing in newly-created position of Surge Support staff. Included responsibility for contingency support in any Estimating, SMFO, Pricing, or Cost Volume Lead capacity within the U.S. on an as-needed basis. I was called when circumstances required a calm, competent expert to meet deadlines, RFP requirements, and company goals.
- Developer of Standards, Complex Tools, Auditable Records**      Developed and maintained all pricing models used on JDAM program, including Rate Tables and Cost Estimating Relationship Ratios, and ensured accounting changes were properly reflected in models. Developed complex business model to perform “what-if” analysis to determine work share that was used in negotiating teaming agreement with U.K. customer. Active member of Estimate-to-Budget III (EtBB) team. Later oversaw implementation of efficiencies realized on JDAM program to other programs/sites within the company.
- Procedure Development & Training**      Instrumental in the design and development of a ROM tool that was used by less experienced staff for estimating and pricing at the Boeing/Philadelphia site. Was also responsible for leading numerous Cost Volume teams and training new staff members at Boeing sites across the country.

**Work History**

- Senior Consultant:** Provide proposal support clients across the U.S. in all aspects of Cost Volumes. Responsibilities may include Volume Lead, BOE Developer, Team Member, or related duties. Deliver tireless support to meet proposal deadlines and company requirements. Excellent work ethic and willingness to travel for extended periods of time if required. 2017-Present
- Estimating & Pricing Specialist, The Boeing Company, Ridley Park, PA:** Reported to Manager of Estimating and Pricing for GS&S at Ridley Park, PA site, acting in a lead capacity to create cost volumes/proposals for major International customers. This position also entailed often performing in a Surge Support capacity similar to that of last position. Surge assignments included participating on the proposal team for the Ft. 2011-2016

Rucker rotorcraft maintenance competition, back-up support for the AFM competition, the JSTARS recapitalization activity and the Presidential Aircraft Recap effort.

**Estimating & Pricing Specialist, The Boeing Company, St. Louis, MO/Philadelphia, PA:** Reported to Sr. Manager of Estimating and Pricing for home office in newly- created position of Surge Support staff. This position was created for me and included responsibility for supporting all Support Systems sites in any Estimating, SMFO, Pricing, or Cost Volume Lead capacity on an as-needed basis. Assignments included support to local business unit, support to Mesa, AZ facility, support to cost volume development for the C-130 Navy AMP proposal in Long Beach, CA, Cost Volume Lead for CFOAM (Dallas TX), the FLIS (UK) proposal, the LISC (launch services) competition, and support to the design and development of the OS&S ROM tool for the Philadelphia, PA site. Obtained certification of Cost Volume Lead in October 2009. 2007-2016

**Estimating & Pricing Manager The Boeing Company, Ft. Walton Beach, FL:** Served in a first-line management capacity responsible for oversight of all Estimating and Pricing activities at the Fort Walton Beach site. Responsible for department stand-up activities including the hiring and training of all estimating employees at the site, development of Cost Estimating Relationships (CERs), creation of a Task and Rationale/Basis of Estimate library, and development of site-specific estimating and pricing desk instructions. Responsible for business case preparation and presentation, site-wide estimating compliance, and proposal development, review and sign-off. Position entailed extensive interface with primary government customer as well as local DCAA/DCMA representatives, including CER development, presentation and sell-off. 2003-2007

**Estimating & Pricing Specialist The Boeing Company, Duluth, GA/StCharles, MO:** Served in a Team Lead capacity on the JDAM program. Responsible for development and maintenance of all pricing models used on program, including rate table maintenance, Cost Estimating Relationship ratios, and ensuring accounting changes are properly reflected in models. Developed complex business model to perform “what-if” analysis to determine work share that was used in negotiating teaming agreement with U.K. customer. 1997-2003

**Manager of Pricing and Proposals, UPS Worldwide Logistics, Dunwoody, GA:** Served as Pricing Manager for both government and commercial logistics services proposals, reporting directly to VP of Marketing. Responsible for rates development (government side) as well as “should-cost” price analysis (commercial side). Responsible for developing/maintaining market pricing data and communicating this information to various “solutions teams” for use in proposal development. 1995-1997

**Program Management Representative, Rockwell International, Anaheim.CA:** Duties included management of all phases of the instrument portion of a \$100M per year undersea guidance system, including interface with all functional leads, corporate management and NAVSEA. Responsible for development and maintenance of a complex database system to facilitate program reporting requirements within the program. 1987-1988

### **Education:**

- 2000 Master’s Degree, National Security and Strategic Studies, Naval War College, Newport, RI
- 1988 Master’s Degree, Aeronautical Science Technology, Embry-Riddle Aeronautical University
- 1980 BS in Political Science, USAF Academy, Colorado Springs, CO

**Security Clearance:** Active Security Clearance