

ALAN C. TRIBBLE, PH.D.

Leadership to Help High Technology Businesses Grow Internationally

Core Competencies

Business Development

- 20+ Year's experience in Pursuit and Order Capture
- International marketing lead
- Strategy development for products, country plans, and customer contact plans

Program Execution

- Managed two product lines with deliveries to several external customers
- Oversaw delivery of the first shipment of a new product line to an international customer

Engineering

- Systems Engineering Team Lead and Hiring Manager
- Lead Engineer for international pursuits and on site customer demonstrations

Outstanding Communications Skills

- Author of four (4) books and chapters in six (6) additional books
- Professional Development course instructor for
 - American Institute of Aeronautics and Astronautics (AIAA)
 - Applied Technology Institute (ATI)
 - Institute of Electrical and Electronics Engineers (IEEE)
 - Society of Photo-Optical Instrumentation Engineers (SPIE)
- On site courses offered at five NASA centers and two Canadian Space Agency centers
- Significant experience briefing senior military and civilian leaders

Research & Development

- Principal or Co-Investigator for NASA and US DoD funded studies

Career Chronology

Rockwell Collins, Government Systems

1996 - Present

Key positions held include:

- Principal Program Manager, Precision Weapons
 - Responsible for the NavStorm+ product line
- Principal Marketing Manager, Asia-Pacific Region
- Technical Project Manager, International Software Defined Radios
- Senior Engineering Manager, International Software Defined Radios
- Principal Systems Engineer, Advanced Technology Center

Rockwell International, Space Systems Division

1988 - 1996

(Now part of Boeing Space Systems Division)

Key positions held include:

- Senior Systems Engineer – Engineer of the Year Finalist

University Level Instructor

A part-time instructor of science or engineering for the following colleges and universities:

University of Southern California (USC); California State University – Long Beach (CSULB); Woodbury University, Coe College, Cornell College; and University of Iowa

Winner of the
2008 AIAA
James Van Allen
Space Environments
Award
“For outstanding
leadership ...”

Active US Government
Security Clearance

Board of Directors

American Youth Soccer Organization (AYSO), Region 1112
Marion Independent School District

Education

Ph.D., Physics, University of Iowa
B.S., Physics, University of Arkansas

Significant Accomplishments

Principal Program Manager

- Product line manager for the NavStorm+ GPS receiver. Responsible for Profit & Loss (P&L), and ensuring factory output to multiple customers.

Principal Marketing Manager

- Responsible for tracking over \$100M in orders over the period of the Strategic Financial Plan (SFP)
- Subject Matter Expert (SME) for all Rockwell Collins, Government Systems, Communication and Navigation products
- Sales & marketing presentations to senior leaders in the following countries: India, Indonesia, Korea, Malaysia, Singapore, Thailand, Taiwan, and Vietnam.
- Show lead for conferences conducted in India and Singapore.

Technical Project Manager

- Led integration of communications gear with prime contractor equipment, and conducted on site demonstrations of capability, in the following countries: India, Israel, Italy, and the United States
- Guided the technical team in developing all project artifacts, including: Acceptance Test Plan (ATP); Design Documentation; Installation Drawings; Interface Control Drawing (ICD); Master Program Schedule (MPS); Requirements Specifications; ...

Senior Engineering Manager

- Formed and developed a team of one dozen systems engineers responsible for executing international Software Defined Radio (SDR) contracts.
- Oversaw development of all systems engineering artifacts, and delivery of first SDR products to an international customer (Sweden).
- Participated in initial discussions / negotiations for a Cooperative Agreement (CoA) between Rockwell Collins and Thales Communications, France, to launch the FlexNet™ family of SDRs and Mobile ad hoc Networking (MANET) waveforms.

Technical Expertise in the Following Areas:

- Communications & Navigation
 - Responsible for training sales team members on basic principles and the Rockwell Collins value proposition.
- Network Centric Operations (NCO)
 - Instructor for professional development courses on NCO and Software Defined Radios (SDRs).
- Software Safety
 - Instructor for professional development courses on system safety for software intensive systems. Familiar with safety standards such as ARP 4754, ARP 4761, DO-178B, DO-264, ...
- Space Environment Effects
 - Author of first textbook on SEE, and winner of the 2008 AIAA James Van Allen award for leadership in the field. Conducted SEE analysis for dozens of spacecraft design teams.

For additional Information

- A full list of publications and courses is available at - www.alantribble.com