

Global Defense Consulting

We Deliver Solutions!

**Richard A. L'heureux, Ph.D., CPCM
Executive Management Consultant**

Based just outside of Minneapolis, Rick has been an acquisition professional since 1978 and is professionally certified by the National Contract Management Association as a professional contract manager. With the first 21 years of his career spent in uniform (Retired USAF officer), Rick has held positions as a procuring contracting officer (PCO); led several aerospace source selections (ranging from \$12 million to \$200 million), represented the USAF in negotiations in Europe, chaired the Department of Acquisition Management, Graduate School, Air Force Institute of Technology, and represented the USAF in the development of acquisition streamlining reforms.

Since retiring in 1999, Rick has worked with several state agencies on economic development improvement programs, advancement of educational technology acquisition programs, and small business development. He has also consulted with numerous mid- and small businesses in the development of strategic plans, organizational design, and the development of advanced proposal development solutions. In the application of his innovative business models, Rick has successfully guided several small businesses to wins in highly competitive government contracts (ranging in size from \$1 million to \$13 billion); reduced the acquisition costs for two state agencies by nearly 30%; and led four small businesses through their growth cycles (either expansion into government marketplace or expansion of government contract revenues).

Currently, Rick is focusing his efforts on providing executive management assistance in the areas of strategic management, organizational design, process development, government proposal development, and continuous process improvement (beyond quality control). Rick also provides one-on-one and group corporate training to business development, proposal development, and operational management professionals. For those participating in security sensitive programs, Rick has a current SBI – TS clearance and can provide specialized acquisition proposal development for security-sensitive proposal development.

Relevant Education/Certifications:

Ph.D., Business Administration (Strategic Management) – Florida State University (In-residence)

M.S. – Acquisition Management – Air Force Institute of Technology (In-residence)

Certified Professional Contract Manager (CPCM) – National Contract Management Association

DIAWA – DoD Professional Acquisition Force

- Level III – Contract Management
- Level I – Program Management and Financial Management

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