

**FAI/DAU**  
**ACQUISITION LEARNING SEMINAR SPEAKERS**  
**October 27, 2004 and November 8, 2004**  
**“Get It Right”**

---

***KARL H. REICHEL***

Karl H. Reichelt serves as Chief of Staff and Interim Chief Acquisition Officer (CAO) at the U.S. General Services Administration (GSA). Reichelt was named Chief of Staff on January 21, 2004, by Administrator Stephen A. Perry after serving as GSA's Regional Administrator for the Northeast and Caribbean Region since April 2002, a position held by appointment from President Bush. Administrator Perry named him Interim CAO on June 22, 2004, as part of a key initiative to strengthen GSA's acquisition activities.

Before coming to GSA, Reichelt held senior management positions with Governor Pataki's administration in New York State. In August 1995, Reichelt was appointed Assistant to the Deputy Commissioner for Administration in the New York State Department of Social Services. In 1998, Reichelt was promoted to Director of Agency Operations for the newly formed New York State Office of Temporary & Disability Assistance. Following the events of September 11, 2001, Reichelt was selected to serve as Chairman of New York State's Human Services Disaster Task Force to coordinate overall relief efforts provided to disaster victims.

Before joining the Pataki administration, Reichelt served as Chief of Staff to the Chairman of the Dutchess County (NY) Legislature. He began his professional career as a newspaper reporter and editor in New York's Hudson Valley.

Karl Reichelt is a 1989 graduate of the Nelson A. Rockefeller College of Public Affairs & Policy at the University at Albany with a bachelor's degree in political science.

***ROGER WALDRON***

Roger is Director of the Acquisition Management Center, Federal Supply Service, where he manages acquisition policy on all Federal Supply Service contracts, including the GSA Multiple Award Schedules (MAS) program and the Information Technology Government-wide Area contracts (GWACs). These programs account for approximately \$30 billion in purchases by the federal government over the last Fiscal year. Roger also serves as a member of the GSA Contract Vehicle Review Board (the CVRB). The CVRB was responsible for reviewing and making recommendations regarding the on going rationalization of the current IT GWACs and schedules. In addition, the CVRB is responsible for reviewing and making recommendations regarding the future program structure for GSA's IT GWACs and IT schedules.

Roger is a 1982 cum laude and Honors graduate of Bowdoin College with an A.B., in History and Government and a 1986 graduate of the University of Richmond's T.C. Williams School of Law. Roger is a member of the Virginia Bar. Roger joined GSA in 1987 as Assistant Regional Counsel, in GSA's Boston, Massachusetts office. From 1989 to 1991, Roger served in GSA's Washington DC Central Office as counsel to the

Federal Supply Service and the Information Resources Management Service. From 1992 to 1996 Roger served as on-site counsel for the Federal Computer Acquisition Center (FEDCAC) in Lexington, Massachusetts. As counsel to FEDCAC Roger participated in several major information technology acquisitions including the Federal Bureau of Investigation's Automated Fingerprint Identification System. From 1997 to 2001, Roger served as Senior Assistant General Counsel, serving as counsel to GSA's Office of Information Technology Integration, Federal Supply Service Information Technology Acquisition Center and the Federal Supply Service Office of Acquisition. As Senior Assistant General Counsel Roger was counsel to several of FTS's major Information Technology GWACs, including Seat Management, ACES, Millennia and Virtual Data Center procurements. Roger also played a leading role in the IT schedules expansion into professional services. In April 2001 Roger assumed his current responsibilities as Director of FSS's Acquisition Management Center.

### **MICHAEL CANALES**

Michael Canales is a procurement analyst in the office of the Deputy Under Secretary of Defense (DUSD) for Acquisition Technology and Logistics (AT&L), Defense Procurement and Acquisition Policy (DPAP/P). He has been with AT&L for four years. Among his areas of interest are the use of schedules, GWACs and MACs, past performance, small business, government property, acquisition of services, and profit. He has been a member of the DoD Past Performance IPT for the last four years.

Prior to joining the AT&L team he spent eighteen years in contracts with the Naval Air Systems Command in Arlington, Virginia and Patuxent River, Maryland and NAVICP in Philadelphia, Pennsylvania. Mr. Canales left the Naval Air Systems Command as AIR 2.5A, responsible for five contracting organizations (Lakehurst, New Jersey, China Lake and Pt. Mugu in California, Orlando, Florida and Patuxent River, Maryland), comprising in excess of 400 people with obligations in excess of \$4B annually. He has over 12 years experience as a contracting officer. He has conducted scores of competitions and has served as a source selection official on numerous acquisitions. He was the NAVAIR PCO for Public/Private competitions. He served on the A-76 (Competitive Sourcing) Appeals Board at NAVAIR. He has served as an Alternate Disputes Resolution Official.

Mr. Canales has been a guest speaker at numerous courses, workshops and conferences on topics including "Proper Use of Non-DoD Contracts," small business, past performance, performance based services, and government property, among others.

He is a graduate of The American University in Washington, D.C. and attended graduate school at George Washington University. He is a graduate of the Navy Contracting Intern Development Program and the NAVAIR Senior Executive Management Development Program. Mr. Canales lives in northern Virginia with his wife and their three children.

**CHRISTOPHER R. YUKINS**

Professor Yukins joined the Law School faculty from the Northern Virginia office of Holland & Knight, where his practice focused on high technology companies that serve the government. He teaches government contract formations and performance issues, and focuses especially on information technology procurement issues.

He is a member of the Science and Technology and Public Contract Law Sections of the ABA, and previously served as the president of the Tysons Corner Chapter of the National Contract Management Association. He is a faculty adviser to the Public Contract Law Journal, and has contributed editorial pieces on electronic commerce, information technology, and public policy to a broad range of journals, including Washington Technology and Federal Computer Week.

**DAVID A. DRABKIN, ESQ.**

David is the Deputy Chief Acquisition Officer for the Office of the Chief Acquisition Officer, General Services Administration. He is a member of the bar of the Commonwealths of Pennsylvania and Virginia and a member of the Council of Fellows and Board of Advisors of the National Contract Management Association. David was formerly the Deputy Program Manager, Pentagon Renovation Program.

David has also served as the Assistant Deputy Under Secretary of Defense (Acquisition Process and Policies), Office of the Deputy Under Secretary of Defense (Acquisition Reform) (ODUSD(AR)) and Director, Regulatory Reform and Implementation, ODUSD(AR), where he served as the Project Manager for FASA Implementation.

David is a native of Mount Vernon, New York. He is married to the former Jane Anne Saperstein of Bridgeville, Pennsylvania. Jane and David have 2 children, Aaron and Sarah.

David is a Distinguished Military Graduate of Washington and Jefferson College and a graduate of the Cumberland School of Law. He serves as Co-Chairman of the Acquisition Reform Subcommittee and served as the Vice Chairman of two other committees of the American Bar Association, Government Procurement and Alternative Dispute Resolution. He also chaired an inter-agency working group under the auspices of the Administrative Conference of the United States on the implementation of Alternative Dispute Resolution within the federal government.

Since graduating from law school David served as: Deputy District Counsel, and the Associate Counsel (Contract Law), the Defense Contract Management District West (DCMDW), Defense Logistics Agency (DLA); Associate General Counsel (Procurement) and the Alternative Dispute Resolution Specialist, Office of the General Counsel, DLA; Chief Counsel, Defense Contract Management Region - New York; Chief, Administrative and Civil Law Division, Headquarters (HQ), USASETAF and 5th TAACOM, Vicenza, Italy; Administrative Law Officer, HQ, V Corps, Frankfurt, Germany; Hearing Officer, Virginia Alcoholic Beverage Control Commission, Richmond, Virginia; and, the Chief, Military Justice, USASC and Ft. Gordon, Ft. Gordon, GA.

David received numerous awards recognizing his performance. Most recently he received AFFIRM's Leadership Award in Acquisition & Procurement award. He was also recognized as one of the Top 100 Federal IT Executives. He is also the recipient of: DoD Meritorious Civilian Service Award; DoD Exceptional Civilian Service Award; Office of the Secretary of Defense Award for Excellence; Defense Logistics Agency Meritorious Civilian Service Award; Department of the Army Meritorious Civilian Service Award; Department of the Army Superior Service Award; Department of the Army Commander's Award; and, CINCUSAREUR Award. David received the Vice President Heroes of Reinvention (Hammer) Award.

David has authored several articles and manuals on contract, international and labor law and Alternative Disputes Resolution. David served as an adjunct faculty member at Florida Institute of Technology and a visiting lecturer at the Defense Systems Management College where he taught Contract and Intellectual Property Law.

### ***ROBERT E. SUDA***

Mr. Suda is currently the Assistant Commissioner for the Office of IT Solutions (ITS) within the Federal Technology Service (FTS) of the General Services Administration. He has held this position since April 2000. ITS provides worldwide technical and contractual assistance to Federal agencies in all areas related to the acquisition, integration, development, management, and use of information systems and technology. ITS annual revenue is over \$7.6 billion. Under Mr. Suda's direction, ITS is implementing new and increased business which will result in additional significant growth over the next few years.

From January 1998 to April 2000, Mr. Suda served as the Chief Financial Officer for FTS. Previously, Mr. Suda was the Director of Finance for GSA and the agency's first Deputy Chief Financial Officer.

Mr. Suda's career spans 25 years at GSA. He came to the agency in 1977 as an intern in the agency's National Capitol Region. Since then, he has held numerous positions in the financial community in both the regional and headquarters offices. Mr. Suda was the Regional Director of Finance, Director of Financial Management, Director of Financial Policy, and the Director of Financial Systems for the Agency. He was the project manager responsible for overseeing the agency's annual audit by an independent CPA firm. Under his direction, the agency received its first unqualified opinion in 1987. The agency has received the same opinion for the last 11 years. Bob has also held the position as Deputy Controller for the Public Buildings Service.

Prior to coming to GSA, Mr. Suda was the Controller for the A. Rifkin Co. located in Northeast Pennsylvania. He was responsible for the Treasury and investment decisions for the company.

Mr. Suda is a graduate of King's College located in Wilkes-Barre, Pa with a B.S. in Accounting and a minor in information systems. He is an active member of the Association of Government Accountants and is a Certified Government Financial Manager.

## **MARY DAVIE**

Ms. Davie is the Assistant Commissioner for Customer Relationship Management (CRM) and Sales in the General Services Administration's Federal Technology Service. She serves as an expert for FTS' CRM and Sales practice which is intended to increase sales and customer satisfaction through the involvement of FTS IT Solutions, Professional Services and Telecommunications acquisition, technology and financial management services. She is responsible for guiding the collection of customer intelligence, development of FTS proposals to potential customers, and sales and account planning for FTS' \$8.7B/year business. She is responsible for leading GSA associates to foster integrated solutions and other productive synergistic efforts to meet customer needs, developing FTS CRM policies and is currently supporting the development of an enterprise-wide CRM program for GSA.

Ms. Davie began her career with GSA in 1989 as an IT program manager responsible for managing IT projects for multiple civilian and DOD agencies totaling \$130M/year in sales. She served as Deputy Director, GSA/FTS Federal Office Systems Services Center until 1999 when she became one of the first Customer Relationship Account Managers in FTS.

Ms. Davie obtained B.S. degrees in Business Finance and Business Management from Virginia Tech in 1988, and a Master's of Business Administration with a focus in Technology Management in 2002.

## **DOMENICO C. CIPICCHIO**

Domenico C. Cipicchio assumed his position as Deputy Director for Policy, Defense Procurement and Acquisition Policy, in May 2001. He is the principal advisor to the Director for numerous areas, including small and small disadvantaged business, service contracting, cost and pricing issues, other transactions, and commercial item procurements.

From 1998 to 2001, Mr. Cipicchio was the Deputy Director, Defense Procurement (Foreign Contracting). He was responsible for developing procurement policy related to contracting with foreign sources and contracting for Foreign Military Sales. The office also negotiated and implemented reciprocal procurement agreements with allied and friendly countries.

From 1976 to 1998, Mr. Cipicchio served in a variety of contracting positions including: senior procurement analyst in the Office of the Secretary of Defense; procurement analyst in the Office of the Assistant Secretary of the Navy (Shipbuilding & Logistics); contracting officer at the Naval Sea Systems Command; contract negotiator at the Naval Air Systems Command; contract administrator at the Defense Fuels Supply Center; and procurement agent at the Tobyhanna Army Depot.

Mr. Cipicchio holds a B.S. degree from Gannon College (Erie, Pennsylvania) and a J.D. degree from Catholic University. He has been admitted to practice law in Virginia since 1984 and has been a member of the Senior Executive Service since 1998.