

## Charles (Charlie) W. Fletcher, Jr.

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**OBJECTIVE** Logistics & Support Services Executive delivering practical solutions to government and industry.

**SUMMARY** Over 40 years of worldwide procurement, sustainment and supply chain support. Commercial experience as President, Fletcher Consulting; CEO/COO Wounded Warrior Project; Pres, McLane Advanced Technologies (MAT); Senior VP, Alion Science & Technology; Boeing Director of Advanced Global Services. Nine years as NATO Logistics Senior Mentor training international military leaders and staffs. Military experience operating the Defense Transportation System & Army Logistics Programs with duty in Europe, Pacific Rim, and throughout the Middle East. Proven results in:

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- Program Capture	- Corporate Recovery
- Technology Integration	- Planning
- Supply Chain & Transportation Management	- Mentoring/Team Building

### ACCOMPLISHMENTS

**Program Capture** Built a MAT Capture Team that won 40% of proposals and almost doubled revenue in nine months. Grew Alion's Tank Automotive R&D business by 30% in a shrinking market. Led Boeing's Capture Team in winning UK's \$1.2B Future Log Info Services (FLIS) contract. Grew Boeing's Government Log Services business from \$0 to over \$250M in 2 years

**Program Management** Reduced MAT overhead by more than 20% by focusing on value added activities & pooling resources. Analyzed government warehouse activities resulting in 15% cost reduction without impacting customers. Led a multi company team to manage a \$900M project team managing distribution within Saudi Arabia Economic Cities. On active duty, managed numerous large logistics programs to include the Army's Program of the Year valued at over \$100M.

**Supply Chain Management** Managed complex supply chains in support of Army Tank Automotive RDT&E. Served as TRANSCOM's senior operator of the military's \$26B strategic supply chain. Improved on-time delivery 50%, decreased variation 20% and reduced cost \$100M in one year. As Surface Component lead, negotiated distribution contracts in Iraq, Saudi Arabia, UAE, Pakistan and Kuwait.

**Technology Integration** Managed Alion S&T's Tank Automotive Command R&D, Spectrum R&D & NAVAIR PM support. Managed the TRANSCOM IT portfolios (\$350M) with a 1<sup>st</sup> year savings of over \$90M. Portfolio Manager for the Army's log IT portfolio during \$1B expansion to satellite connectivity.

**Planning** Established MAT's first multi market opportunity validated pipeline capable of doubling revenue the first year. Established Alion S&T's first Campaign Plans for growing the Army and Logistics Accounts with +10% growth. Chief architect & commander of the logistics plan for the invasion of Iraq. Established logistics nodes, information network, support contracts, local liaisons, campaign budgets, and expenditures of over \$3B. Served as Army Strategic Responsiveness QDR lead & continue close ties to the Army G-4.

**Mentoring/ Tm Building** Served as Senior Mentor to NATO exercises, logistics commands and the NATO School. Mentor in the NDTA Mentorship Program. Built a team from across academia, construction and distribution to build hospitals in Pakistan and Libya. Built a team of international investors, port operators and distribution experts to attract businesses to Saudi Economic Cities. Led military organizations in complex operations to include command of 20k soldiers during Iraq invasion and operation of the DoD Transportation System.

## WORK HISTORY

**President of Fletcher Consulting (2015-Present)** Formed a Service-Disabled Veteran-Owned Small Business. Current clients include large & small businesses in the areas of transportation (maritime, freight, ports & household goods), Information Technology & strategic planning.

**Interim CEO/COO Wounded Warrior Project (2017)** Reversed 50% decline in contributions and loss of public confidence while maintaining essential services to wounded personnel.

**NATO Logistics Senior Mentor & Senior Mentor to the NATO School (2009-2017)**  
One of 11 retired General/ Flag Officers from 5 countries supporting the NATO Response Force HQs. Focus on NATO Joint Logistics Cdr/Staffs and development of next generation Log IT.

**President of McLane Advanced Technologies (2014- 2015)** Turned around an IT Company that had lost 75% of its value with no previous year contract wins. Established a corporate identity that employees embraced. Expanded markets and won 3 of our 5 proposals.

**Senior VP Strategic Operations Group, Alion Science & Technology (2011-2014)** Managed \$100M portfolio with 10% annual growth delivering training, IT, R&D, installation management, modeling & simulation, and engineering support to US and International customers.

**Director of Log C2 promoted to Dir of Advanced Services & Support, Boeing (2008-2011)**  
Architect & manager of Boeing's Logistics Services Group. Developed the strategy for domestic and international captures using Boeing organic capabilities and partner contributions.

**University Lecturer & Military Logistics Publication Contributor (2008-Present)**  
Frequent contributor to Defense Logistics publications. Lecturer at MIT's Supply Chain Graduate Program, UNC Kenan-Flagler Business School, Army War College, & Army Logistics University.

**Director of Operations & Plans, US Transportation Command (2006-2008)** Managed the Defense Transportation System supporting the Nation's security and humanitarian objectives. Distribution process manager for supply chain and information systems support. DOD's functional proponent for in-transit visibility and manager of the military's VIP jet fleet (400 a/c).

**Commanding General, Surface Deployment & Distribution Command (2004-2006)** CEO for 5K personnel budget operating 24 worldwide seaports, \$4B in ocean, highway & rail contracts & IT. Managed transportation engineering analysis and transportability certification.

**Deputy Director of Logistics, HQ Department of the Army (2003-2004)** Principal assistant for Army logistics responsible for logistics policy and readiness. Directed \$200M log information technology portfolio. Initiated the first E2E investment analysis of equipment readiness.

**Commanding General, Corps Support Command, Germany & Iraq (2001-2003)**  
Commanded 20K soldiers sustaining Army forces invading Iraq, to include transportation, construction, maintenance, logistics support. Built a \$5B logistics network for all support functions. Set up governance and legal systems in multiple areas of Iraq. Rebuilt 400+ schools.

**EDUCATION** Ed D Higher Education, University of Southern Cal (awaiting dissertation)  
M.S. National Security Strategy, National Defense University  
M.S. Systems Management, University of Southern Cal  
B.S. Engineering, United States Military Academy, West Point

<b>AFFILIATIONS</b>	Army Transportation Corps Hall of Fame	Wounded Warrior Project Advisory Board
	National Def Trans Assoc Board	Paralyzed Veterans Golf Assoc Board Member
	Association of United States Army	Transportation Corps Aviation Assoc
	Transportation Corps Regimental Assoc	Knights of Columbus