

## The Aerospace & Defense Forum

### Growth & Diversification - A Value Imperative

10.28.2014

**Breakfast & Check-in** 7:00 a.m. - 7:30 a.m.

**Meeting & Presentation** 7:30 a.m. - 9:00 a.m.

#### Sheppard Mullin

12275 El Camino Real

Suite 200

San Diego, CA 92130

[Click here to register](#)

### Growth & Diversification - A Value Imperative

Everyone knows that government contractors face numerous challenges today, including budget cuts and delays of contract awards. While today's challenges have their own specific causes and effects, the government contracting environment has always been marked by challenges. What distinguishes the winners from the losers in challenging environments over the short and long term?

For over 25 years, Larry Trammell, CEO of TechFlow, Inc., has grown top line revenue in businesses he runs an average of over 30% per year. In this session, you will learn how he does it. You will also learn techniques Larry has used to optimize indirect rates, profits and overall enterprise value. You will also hear Larry's views on the critical role that corporate culture plays on the success (or failure) of a business unit.

Please join us for this practical and interactive discussion on achieving success in the public sector year after year.

### About the Speaker

**Larry Trammell** is the Chairman, CEO and President of TechFlow, Inc., a federal government contractor specializing in IT, Engineering, Logistics and Scientific R&D. Larry assumed leadership of the company in 2006 and has guided its growth from annual revenues of \$7M to current total revenues of over \$68M. His stewardship has lead the company into many new business areas.

Prior to joining TechFlow, Larry was in charge of establishing the financial and operating structure of a new services company for SAIC in 1987 and served as its General Manager until 2006. This division of SAIC supported the government services business primarily in the Federal market sector with annual revenues exceeding \$4 billion. Larry was with SAIC for over 20 years.

Larry also served as Executive Director of the Program Office for Tracor Aviation, and previously as Manager of Government Contract Accounting with Tracor Aerospace. In his capacity as Executive Director, Larry directed the program management functions to include program and project management, program reviews, program scheduling and control, bid strategy and pricing, contract administration, legal department and Information Systems.

Larry's career in the aerospace and government services industry began at General Dynamics, first on the F-16 Full Scale Development program and later was selected for the team to create the General Dynamics Services Company. Concentration was in financial and administration support of training and logistics, cost schedule control system, proposal pricing and cost accounting for international operations.

In service of industry interests, Larry has served in several key roles including 4 years as Chairman of the Board of the Contract Services Association (now Professional Services Council, PSC) . He continues on the Board of Directors of PSC.

Larry holds a bachelor's degree in Business Administration from Texas Tech University with a major in Operations Research. He also holds a National Contract Management Association (NCMA) certification as a Certified Professional Contracts Manager (CPCM). Larry has been a frequent speaker and panelist on the subjects of service contracting and acquisition reform and has been involved in numerous procurement policy reforms.

## About the Forum

The Aerospace and Defense Forum is a global aerospace and defense leadership community of over 1000 individuals that provides opportunities for sharing of information, current events, and analysis, mutual support and encouragement, partnering, innovation, and performance breakthroughs.

- ***Attendance at this event is free for A&D Forum members, \$30 for non-members until October 21 and \$40 for non-members after***
- ***Parking is free--located next to both entrances of the building.***
- ***A light continental breakfast will be available starting at 7:15 a.m.***
- ***Bring a business card--they will be duplicated and everyone will get a copy of all attendees' cards.***
- ***Attire is business casual.***

**Questions?** Contact Rheanna Smith at [rsmith@sheppardmullin.com](mailto:rsmith@sheppardmullin.com) or 858.720.7449.

## Industries

Aerospace, Defense & Government Services