

## **Douglas R. Swiggart**

*Senior Advisor*

Douglas R. Swiggart is a Washington DC-based independent advisory services professional delivering focused research, analysis, planning, and implementation value to the US government, domestic and international Fortune 500 companies, and large and small private equity and consulting firms since 1987. Areas of practice include C-suite and Congressional engagement and influence, corporate/company/subsidiary/LLC structuring and operation, strategic analysis and guidance, merger and acquisition due diligence/risk mitigation, new business shaping and capture, business and organizational performance improvement, financial planning and investment, technology portfolio shaping, and productivity/quality enhancement.

Mr. Swiggart possesses certifications in program management and Lean/Six Sigma and has served numerous multi-national prime defence contractors including Boeing, Lockheed Martin, General Dynamics, and Northrop Grumman, US government entities including the Departments of Defence and Homeland Security, and an array of public and private firms executing strategic business initiatives. Notable achievements include architecting an international strategic alliance pivotal to the successful capture of the \$395B+ JSF program. Additionally, Mr. Swiggart developed shareholder, antitrust, and industrial base analyses successfully mitigating aeronautics-related concerns of C-suite and Federal executives examining the proposed \$8.3B merger between Lockheed Martin and Northrop Grumman Corporations during the mid-late 1990s. His contributions to the implementation of Lean/Six Sigma throughout Lockheed Martin during the early 2000's directly enabled capture of new DOD contracts totalling \$1.7B.

Prior to entering the aerospace and defence industry, Mr Swiggart acquired valuable business operations knowledge in the construction and engineering, oil and gas, freight transportation, and hotel, restaurant, and leisure industries. This very broad base of experience and achievement enables him to quickly and effectively guide and drive a variety of commercial and government sector clients to reach and often exceed challenging objectives ranging from the penetration of new markets to influencing high-level decision makers to implementing complex change initiatives in a timely, collaborative, cost-effective manner.



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