

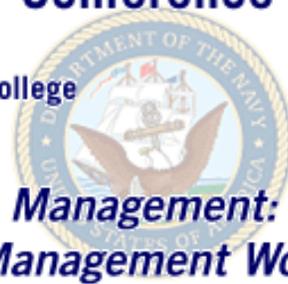
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# Second Business Managers' Conference



June 12 & 13, 2001

Defense Systems Management College  
Ft. Belvoir, Virginia



***New Era of Innovative Business Management:  
Evolution of the Acquisition/Financial Management Workforce***

## Mr. Domenic Cipicchio

### Deputy Director, Defense Procurement (Foreign Contracting)

In November 1998, Domenic Cipicchio was promoted to the Senior Executive Service and assumed his current position as Deputy Director, Defense Procurement (Foreign Contracting). The Foreign Contracting office develops procurement policy related to contracting with foreign sources and contracting for foreign military sales. The Foreign Contracting office also negotiates and implements reciprocal procurement agreements with allied and friendly countries. Mr. Cipicchio is the ombudsman responsible for assisting representatives of foreign governments and industry with understanding the Department of Defense procurement system.

Prior to his current position, Mr. Cipicchio was a senior procurement analyst in the office of the Director of Defense Procurement. From 1995 to 1998, he represented the Director of Defense Procurement on teams responsible for developing the acquisition strategy for assigned major defense acquisition programs including: Joint Direct Attack Munition (JDAM); Joint Air-to-Surface Standoff Missile (JASSM); Joint Stand-Off Weapon (JSOW); F/A-18E/F aircraft; Follow-on-To-TOW missile (FOTT) and Space Based Infrared Systems (SBIRS). From 1988 to 1995, he was responsible for negotiating and implementing reciprocal procurement Memoranda of Understanding and associated agreements with numerous countries.

From 1976 to 1988, Mr. Cipicchio served in a variety of contracting positions including: 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 is admitted to practice law in Virginia.

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