



THE AMERICAN SOCIETY OF NAVAL ENGINEERS (ASNE) *Flagship Section*



www.navalengineers.org/flagship

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Flagship Luncheon on Wednesday, 23 May 2012

Ms. Sheila Duffy, CEO/President,
Greystones Group



Doing More with Less, Creating a Paperless Program Management Environment at ONR

Ms. Duffy is the CEO and President of Greystones Group, a diversified federal contracting company that supports Navy, Army and National Guard Bureau. Greystones Group provides System Development, System Integration, Program Management and Information Assurance services to its clients. Greystones Group uses open source and Agile methodology to provide faster, more cost-effective system solutions. Prior to founding GG, Sheila held executive positions at Verizon (Bell Atlantic) as well as several Internet startups. Highlights of her career include directing marketing for the Video on Demand trial (a precursor to FIOS) at Verizon, one of the first commercial Video on Demand trials in the country. Prior to this role, Sheila was selected for a competitive task force reporting to the Office of the Chairman. In this position, Sheila worked with executives of company business units to develop competitive marketing and operational strategies. She worked with the Wharton School to develop a computer simulation model of the telecommunications industry, used to determine the impact of competitive strategies on market share and revenue. Sheila serves as an adjunct professor of marketing at George Mason University and is a frequent guest lecturer. She is currently serving on the Board of the Trustees of the Command and General Staff College Foundation and on the Board of Ovarian Cancer Research Fund. Sheila graduated with a B.S. from the College of William and Mary in Virginia. She also holds an M.B.A. from George Washington University in Washington, D.C.

The Expeditionary Maneuver Warfare & Combating Terrorism Department of the Office of Naval Research (Code 30) manages a portfolio of over \$8,000,000,000 (\$8B) of taxpayer dollars funding research that goes directly to protecting the lives of the warfighter. Traditionally, the management of their 10 portfolios was done via Excel and PowerPoint. As a result, valuable information was buried in multiple PowerPoint presentations (some over 1000 pages long.) To quickly and accurately find, update, and analyze this data across all 10 portfolios of Code 30 was time consuming and difficult. KM+ is a web based knowledge and program management tool. The purpose and function of KM+™ is to streamline and automate current data flows, eliminate redundant data entry, and provide managers and executives with continuously updated program information. KM+ in its first release achieved results. The time it takes to complete an annual program review cycle has been reduced exponentially. The 2011 program review presentation cycle was reduced from **11 days** to **3 days** for the entire departmental portfolio. The 2011 program review development cycle was reduced from **2 weeks** to **3 minutes** per presentation, representing a **cost savings of over \$175,000**.

Wednesday, 23 May 2012

**BAE Systems Conference Center, First Floor
80 M Street, SE, Washington, DC**

1130 Reception sign in

MENU

1200 Luncheon and presentation

Sandwiches, chips, soda/water

- Luncheon Fee: \$5 members*. Non-members: \$10; Full-time engineering students free; Please make reservations **RSVP by noon Monday, 21 May**. *Members of either ASNE or SNAME.

RESERVATIONS

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