

# County Council of Howard County, Maryland

2021 Legislative Session

Legislative day # 1

## RESOLUTION NO. 9 - 2021

Introduced by: Chairperson at the request of the County Executive

A RESOLUTION confirming the appointment of Rev. Dr. Elizabeth R. Sapp Jones to the Board of Social Services.

---

Introduced and read first time on January 4, 2021.

By order

  
Diane Jones Schwartz, Administrator to the County Council

Read for a second time and a public hearing held on January 19, 2021.

By order

  
Diane Jones Schwartz, Administrator to the County Council

This Resolution was read the third time and was Adopted , Adopted with amendments , Failed , Withdrawn  by the County Council on February 3, 2021.

Certified by

  
Diane Jones Schwartz, Administrator to the County Council

NOTE: [[text in brackets]] indicates deletions from existing language; TEXT IN SMALL CAPITALS indicates additions to existing language. Strike-out indicates material deleted by amendment; Underlining indicates material added by amendment.



**ELIZABETH R. SAPP JONES**

**OPERATIONS AND PROJECT MANAGEMENT EXECUTIVE - - SUPPLY CHAIN EXPERTISE**

**DEFENSE CONTRACTING SPECIALIST: NORTHROP GRUMMAN & SIKORSKY AIRCRAFT**

Proven leader offering expertise and success in international business, supply chain management, strategy development and implementation, business development support, contract negotiations, administrative management, best practice creation, process improvement and leadership development. Repeatedly recognized for significant cost, quality, and time improvements in globally sourced manufacturing programs. Noted for effectiveness of ethical business practices that balance the needs of stakeholders while developing relationships based on trust and accountability.

**EXECUTIVE SKILLS**

Defense Industry Procurement | Supply Chain Management | Negotiating | Project Management | Virtual Team Management | Contract Compliance Review | Vendor Management | Business Process Improvement | Policy & Procedure Documentation | Quality Improvement | Coaching | Writing | Presentations & Public Speaking | Critical Thinking | Secret Security Clearance | Budget Management | Capture Management

**PROFESSIONAL EXPERIENCE & KEY ACCOMPLISHMENTS**

*Northrop Grumman • Linthicum, MD* 2014 – 2020

**International Business Development Manager (10/2017 – 10/2020)**

Support business development activities for Northrop Grumman Mission Systems in Europe, Africa, and the Middle East. Assist with Capture Management activities including customer/competitor Black Hats, coordinating offset requirements, TAA's, managing industrial cooperation supplier onboarding process and leverage other enterprise services as needed to support captures including gate reviews. Develop regional pipeline target and financial review for Executive Leadership. Assess opportunities by reviewing competitive win strategies, market research, and establish customer intimacy by hearing their needs and assessing our capability to meet the required elements. Make introductions internally and externally to facilitate new business opportunities using the International Business Acquisition Process. Lead and support a group of International Consultants (IC) and Commissioned Sales Representatives (CSR) by assigning tasks, interfacing with business units to enhance leads, help arrange meetings and/or mitigate customer issues. Provide annual Federal Corrupt Practices compliance training and ensure timely payment to IC's and adherence to reporting requirements. Initiate and facilitate agreement renewals process of IC/CSR contracts. Serve as liaison among diverse internal global resources, external resources, and potential joint venture partners. Coordinate meetings among these stakeholders, both virtually and in person around the world, to determine suitability and match of all elements. Collaborate across product divisions and with Global Supply Chain, International Diligence Team and Export Compliance as well as Regional Directors to help establish licenses, supply base, facilitate internal processes to ensure timeliness of completion of tasks and maintain business cadence.

Significant Accomplishments

- Successfully coordinated the first virtual bi-annual multi-sector Executive Level Meeting with Kongsberg Defense & Aerospace AS - Norway
- Envisioned, planned and executed multi-sector IC/CSR Conference in London that shared strategic vision and messaging leading to increased BD engagement across Europe and Israel.
- Collaborated and delivered training programs to equip European team on how to use Workbench
- Continuously noted in performance reviews for leadership and initiative to enhance communication, collaboration, and cooperation to build sales pipeline and capture new business in Europe, the Middle East, and Africa(MENA).

**Subcontracts Administrator 4 (8/2014 – 10/2017)**

Established and maintained a consistent, focused routine and improved processes to deliver 100% timely execution – compared to 95% expectation – of all deliverables defined by the program office. Leveraged exceptional communication, management, and influencing skills along with a detail-focused approach to exceed expectations for this role which included the procurement of standardized and developmental commodities and services through the issuance of formal and informal solicitations (i.e. Invitation for Bids (IFBs), Request for Proposals (RFPs), and Request for Quotations (RFQs) comprehensive of flow-down clauses, terms and conditions to potential sellers/suppliers based on competitive pricing and best value guidelines and subsequent contract negotiations and execution of Firm Fixed-Price (FFP), Milestone, Time and Materials, Cost Plus/Reimbursement contracts among others.

**Significant Accomplishments**

- Delivered documented, negotiated PO savings of 17.2% versus 6.5% target, a \$1M+ benefit to company. Received formal recognition in 2017 performance review for negotiating professionalism and effectiveness.
- Recognized as a subject matter expert (SME) for milestone purchase order (PO) development and administration and elevated to Senior Peer Reviewer assigned to identify any non-compliance with FAR and DFARS regulations, company policies and procedures prior to a peer's formal submission regardless their Delegation of Procurement Authority (DOPA)
- Led, trained, and mentored a team of eight (8) mid & entry level Supply Chain professionals to ensure their professional development and over all understanding of supply chain principles and techniques including but not limited to: pre- and post-award activities, contract negotiations and management additionally required to assess their bandwidth and expertise prior to assigning purchase requisitions.

*Sikorsky Aircraft Corporation • Stratford, CT*

**2007 – 2013**

**Manager, Major Subcontracts – S92 Commercial Program (2010 – 2013)**

Manage \$180 million strategic sourcing for commercial helicopter systems and components from design through to production from external partners in China, Taiwan, Spain and the US for the S92 helicopter program. Lead cross-functional Integrated Product Team – including members from Engineering, Supply Management, Export and Receiving – through entire procurement process, including supplier proposal evaluation and negotiation of all scope of work elements including price, terms and conditions, specifications and product support. Monitor and manage major subsystem development contracts and supplier performance relative to contract specifications and cost, time and quality standards. Traveled to China and Taiwan unaccompanied to conduct supplier program reviews and contract negotiations.

- Achieved on-time performance improvements of 85% from Aerospace Industrial Development Corporation (AIDC Taiwan), supplier of cockpit systems, and 100% improvement from AVIC (China), manufacturer of tail rotor pylon (TRP) systems.
- Collaborated with senior leadership at AIDC and AVIC to make significant quality improvements. One supplier reduced defects to 1 from 75 for every 285 parts delivered (98.7% improvement), while the other reduced defects to 1 from 15 for every 28 parts delivered (93.4% improvement).
- Created potential savings of \$4.5 million in 2011 through renegotiation of cockpit system contract. Terms included annual escalation cap and represents \$150,000 savings per ship set.
- Led 2010 negotiation of \$23.5 million contract revision, reducing price by 4% and generating \$875,000 savings over three years for Sikorsky.
- Drove strategic initiative to secure improved payment terms from suppliers, created agreements with suppliers to defer payments up to one year, representing combined cash flow improvement of over \$25 million.
- Led effort to collaborate with supplier to defer delivery dates of over \$9.2 million in cockpit systems, realizing strategic goal to reduce on-hand inventory levels. Negotiated contract novate to AIDC, saving \$1.9 million.
- Led accelerated safety issue resolution effort, reducing time to closure to 90 days from typical 12 months.
- Partnered with suppliers to improve quality and lean assessment scores to move towards award of UTC Supplier Gold status. Led one supplier to earn that designation and others to second-highest level.

**Subcontracts Administrator/Purchasing Analyst – S92 Commercial Program (2007 – 2010)**

Managed 16 major subcontracts for commercial programs, including all quality, time, price, delivery and financial terms. Business Area Export Representative (BAER) for S92 division. Contribute to MRP improvements.

- Reduced lead times from suppliers: from 56 weeks to 32 weeks from GE Aviation and from 53 weeks to 22 weeks from Hamilton-Sundstrand, representing important contributions to *MRP Challenge* performance.
- Managed response to crisis-level safety issues concerning cracked A-frame and cold temperature performance, resolving issues in partnership with suppliers and SAC teams in record time and with no delay for customers.

Earlier Roles:

*JHPIEGO Corporation – Johns Hopkins University* • Baltimore, MD  
**Financial Manager – Asia Near East Division**

*Centers, LLC (Prince George's Sports & Learning Complex)* • Landover, MD  
**Director, Budgets and Administration**

*Goodwill Industries International* • Bethesda, MD  
**Accounting Manager, Goodwill Global, Inc. and Accounting Specialist**

---

**COMMUNITY ENGAGEMENT**

---

*First Baptist Church of Guilford, Columbia, MD*  
Church Leadership Team

*The Arc Howard County*  
The Governmental Affairs Committee

*Leadership Howard County Leadership Premier Class 2017*  
*Non-Profit Center Community Impact Project*

*Delta Sigma Theta Sorority, Inc.*

*Nu Alpha Chapter, American University, Washington, D.C., Fairfield County Alumnae Chapter, CT, Columbia Alumnae Chapter, Columbia, MD*

---

**EDUCATION & PROFESSIONAL DEVELOPMENT**

---

**Executive MBA** • *University of Connecticut* • Hartford, CT  
International Study Program, Prague, Czech Republic

**Bachelor of Science, Business Administration** • *American University* • Washington, D.C.  
Double Major: Finance & International Business

**Doctor of Ministry** • *Hebrew Union College* • New York, NY

**Masters of Divinity** • *Howard University* • Washington, D.C.

**Secret Security Clearance** • *Northrop Grumman Corporation*

**Project Management Professional (PMP) Coursework Completed (Certification Pending)**

**Six Sigma Green Black Certification** • *Northrop Grumman Corporation Six Sigma Training*

**Strategy Development Executive Program** • *Northrop Grumman Corporation*

**Strategic Negotiating for Success** • *Northrop Grumman Corporation*

**How To Negotiate with Vendors and Suppliers** • *Northrop Grumman Corporation*

**Proposal Development Coursework** • *Northrop Grumman Corporation*