

# Michael Farmer

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*Viking Innovations*

Michael Farmer joins the Knudsen Institute Board of Advisors with a formidable 37-year track record in the aviation and defense industry where he is a recognized authority in sustainment, offering an in-depth understanding of Integrated Logistic Support (ILS) elements. This expertise has been honed over 17 years of handling Business Development operations for a range of international and domestic programs, serving both the defense customers and the aerospace sector.



Michael displayed excellent leadership acumen during his tenure at AllClear Aerospace & Defense, where he guided the development and execution of intricate technology insertion solutions, crucial to aircraft life extension products.

During his stint at Lockheed Martin, Rotary and Mission Systems expanded his scope, transforming him into a Sustainment Capture Manager responsible for securing new contracts and maintaining existing ones. He proved his mettle in strategically shaping and winning business pursuits that were centered on creating customer value while aligning with the corporation's best interests. His pivotal role involved developing capture strategies, identifying prospective customers and teaming partners, conducting competitive assessments, and delivering compelling proposals.

At Lockheed Martin Aeronautics, Michael implemented and supervised supply service solutions for the C-130J performance-based programs. He negotiated Sub-Contracted PBL Programs and handled the development and assessment of repair contract proposals with over thirty OEM and Aftermarket suppliers for C-130B-J aircrafts. His responsibilities extended to managing warehousing and logistics solutions for UK, Australia, and Canada programs, as well as leading the transition activities through SAP Launch 3. He was also instrumental in setting up kitting production lines, managing over \$500M annual budgets, and supervising a workforce of more than 80 people, both domestically and internationally.

Michael began his professional journey in the United States Navy as an S-3A/B Weapon Systems Sensor Operator (Naval Aircrewman), where he completed multiple deployments, including participation in combat operations during Desert Storm. His hands-on experience in challenging environments further refined his skills, making him an invaluable asset in the defense and aviation sectors.