

# SANDRA M. DE BALZO

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## GOVERNMENT ACQUISITIONS ATTORNEY

Formidable, hard-charging in-house counsel with vast expertise in US Government acquisitions as well as intellectual property (IP). Diligent and efficient attorney who keeps keen eyes on client concerns while simultaneously guarding company interests. Works to minimize risk and propel positive resolutions to complex legal matters. Fosters strong relationships with US Government and industry counterparts. Proven success negotiating agreements and intervening with customers.

## EXPERTISE

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|--------------------------------|--|-------------------------|
| – FAR/DFARS/Agency Regulations | – Top Secret Clearance                 | – Data Rights and IP    |
| – Data & Software Licensing    | – Sole Source & Competitive Selections | – Complex Negotiations  |
| – Foreign Military Sales       | – Contract Administration              | – Commercial Agreements |

## PROFESSIONAL EXPERIENCE

L3 TECHNOLOGIES, AEROSPACE SYSTEMS SEGMENT — Greenville, TX

**Senior Counsel**, 2016 to Present

Sole in-house counsel assigned to multi-billion dollar Contracts Division of defense systems integration giant. Advises Division on business and legal risks of contract negotiation and administration actions. Assists in developing contractual and intellectual property strategy from conception to expiration of Segment programs.

### Contributions:

- Earned distinction only months into tenure on newsworthy Compass Call Cross-Deck aircraft selection team. Advice aided client in navigating complicated subcontractor selection process fraught with legal landmines and the potential for negative publicity. Successful selection led to award of estimated \$500M contract, with potential for future awards in the billions.
- Spearheaded development of “IP Quarterly” team to collaborate on matters of Greenville intellectual property concern, and to advance IP awareness. To date, team has initiated changes to internal program management review process to address IP questions, and has conducted IP training for Engineering and Contracts Divisions. Initiatives in work are IP Valuation Team and institution of Greenville-wide IP training.
- Played active role in reinvigorating stalled negotiations with industry partners related to fledgling Q-400 Spydyr program. Program has large, potential international market, and aircraft was successfully debuted at Farnborough International Air Show in July 2018.
- Immediate impact upon strength and efficiency of Contracts Division.

### Earlier Positions:

**Acquisitions Counsel**, 2009 to 2015 — AFMC Law Office — Wright Patterson AFB, OH

- Highly regarded counsel in most demanding branch of Law Office; work required significant independent and trustworthy judgment given its security classification. Unclassified portfolio included AC-130J, HC-MC, Special Operations, and Sensors Divisions of Intelligence, Surveillance & Reconnaissance Directorate. Also handled large portfolio of Foreign Military Sales (FMS) cases.

- General duties for wide array of programs included ensuring regulatory compliance, drafting and negotiation of intricate agreements, and advising on contract administration actions for multi-million dollar contracts. Also conducted exacting review of many high visibility source selections. Team lead on source selections & GAO protests.
- Often served as Acting Branch Chief for seven attorneys assigned to challenging branch; handled leadership administrative matters and intervened in client issues with requisite branch attorney as required.
- Initiative and leadership with contractor and sister agency counsel solved contentious disputes on breadth of issues for appreciative clients.
- Authored and led lauded briefing to nationwide AFMC Special Access Program audience on FAR/DFARS data and software rights regulations.
- Two-time winner of Outstanding Civilian of Quarter Award.
- Formal Subject Matter Expert (SME) in cost/pricing; informal SME for legal writing and more effective writing.

**Assistant Staff Judge Advocate (Lt Col), 1997 – 2018 – United States Air Force (Active Duty & Reserve) – Wright Patterson AFB, OH**

- Served as acting Staff Judge Advocate (SJA) (lead installation attorney) and/or Deputy Staff Judge Advocate during various tours for offices of various sizes. In that capacity, managed attorneys, paralegals, court reporters and other civilian personnel.
- Provided policy and legal advice to senior commanders in high tempo, complex, operational command as Assistant SJA at Air Force Space Command, Peterson AFB, Colorado.
- Handpicked by name to join team of attorneys on \$100 billion aerial refueling tanker acquisition. Authored critical sections of 200+ page USAF Memorandum of Law, which received accolades from all levels of leadership. Solely responsible for answering hotly contested challenges to USAF cost evaluations of competitor proposals.
- Presiding officer on airman discharge boards; served as Investigating Officer in military equivalent of grand jury investigations, which required investigation of offenses and resultant recommendations for disposition of charges.

**Non-Attorney Positions:**

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- Owner/President, 2013 – Present – Pudgy Cardinal Farm/Elysium Farms Texas – Vandalia, OH/Mineola, TX**
- Sole proprietor of small local farm that cultivates and markets produce, and raises livestock, poultry, and exotic waterfowl. Responsibilities include management of budget and resources, as well as all other relevant decision-making.

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**EDUCATION & CREDENTIALS**

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**Juris Doctor, *cum laude*** – Cleveland Marshall College of Law – 1996

**Doctor of Philosophy** (English Literature) – Goldsmiths College, University of London – *In Progress*

**Master of Arts** – Catholic University of America – 2005

**Bachelor of Arts, *cum laude*** – Cleveland State University – 1993

**Bar Admissions:** State of Ohio

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## SCHOLARLY PRESENTATIONS

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De Balzo, Sandra M. (2017, June.) *Natural Law and Thomism in the Allegory of A Tale of a Tub*. Scholarly paper presented at "Jonathan Swift 350," an academic conference celebrating the 350<sup>th</sup> birthday of Johnathan Swift at Trinity College Dublin, Dublin, Ireland.