

KATHLEEN VAN EVERY

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QUALIFICATIONS

Dynamic, results-driven attorney and executive leader with diverse background in commercial, government, and international contract law and contract management with strong legal/business acumen and a proven ability to drive efficiency improvements that impact the bottom line. Committed, strategic, innovative problem solver, consensus builder. DoD Top Secret Clearance. Excels in:

- Contract Drafting
- Government Procurement
- FAR, DFARS, CAS, UCC
- Intellectual Property
- Contracts Management
- Dispute Resolution
- Contract Claims
- Customer Relationships
- Supplier Management
- Pricing & Negotiations
- Regulatory Compliance
- Deal Structuring

SIGNIFICANT CAREER ACCOMPLISHMENTS

L-3 COMMUNICATIONS

- Significantly restructured the Contracts and Subcontracts departments, including hiring and in-depth training of multi-talented and diverse team to ensure strategic and tactical business needs of company are met. Lead the creation, drafting, and negotiation of all types of U.S. and international business agreements. Focused on problem resolution, risk mitigation, negotiation, contract dispute management, cultivating positive customer and supplier relationships, policy setting and implementation, training, and proposal activities.

KIDDE TECHNOLOGIES

- Lead Contracts organization responsible for drafting subcontracts, commercial international and domestic contracts, including distribution, licensing, non-disclosure, teaming, and other legal documents. Included Contracts responsibility for five business units: KAD (Wilson, NC), KDS (Goleta, CA), Kidde Gravier (London, UK), Kidde Deugra (Dusseldorf, Germany), L'Hotellier (Antony, France).

LOCKHEED MARTIN CORPORATION

- Senior Contracts Manager responsible for all F-16 fighter aircraft contracts world-wide.
- Established Intellectual Property Council responsible for controlling release of company intellectual property in coordination with program management and IP counsel.

EAGLEPICHER TECHNOLOGIES, LLC

- Provided legal counsel on all aspects of government procurement law, commercial and international contract law, supplier bankruptcies, and labor relations.
- Overhauled the contract management function and significantly improved operational efficiency.
- Formalized and systemized contracts management policies and procedures in compliance with Sarbanes Oxley and DoD procurement/cost accounting regulations.

- Reorganized the department and hired a new contracts management team. Provided training, mentoring, and coaching which motivated employees to exceed expectations while building a knowledge base in contracts management for the long term.
- Established comprehensive policies and procedures to ensure compliance with customer requirements and government regulations.

PROFESSIONAL EXPERIENCE

L-3 COMMUNICATIONS, MISSION INTEGRATION DIVISION, Greenville, TX

General Counsel & Vice President of Legal & Contracts **2012 - present**

Vice President of Contracts and Subcontracts **2012 - 2012**

Director of Contracts and Subcontracts **2009 - 2012**

- Reporting to the Division President, serves as General Counsel and lead the Legal, Contracts and Subcontracts organizations for the largest operating division of L-3 Communications, with annual revenue of \$2.2B, providing innovative approaches/solutions to legal, business and contracts issues for both U.S. government, domestic and international business relationships.
- Responsible for developing and implementing legal solutions for employment and regulatory compliance matters, all types of contractual disputes (such as: warranty claims, supplier financial difficulties, delivery issues, non-conforming goods or services, contract interpretation issues) to include leveraging business/legal positions, renegotiation, and execution of settlement and release, where appropriate.
- Personally design, draft, and negotiate numerous business agreements including complex domestic and international contracts, general purchase terms and conditions, licensing agreements, teaming agreements, and other customized agreements such as Letters of Intent and Memorandum of Agreements focused on protecting key business interests and furthering the objectives of the organization.
- Responsible for identifying and resolving regulatory compliance matters.
- Completely redesigned and reestablished productive, talented, and dedicated team of contracts and subcontracts professionals. Personally continually train staff, including engineers and program managers all pragmatic aspects of Contract Law, including contract drafting, and Intellectual Property.

LAW OFFICES OF KATHY VAN EVERY, PLLC Allen, TX

Owner **2011 - present**

- Handle all aspects of business law, employment law, contracts, government contracting, international business transactions, technology protection, and licensing
- Assist clients in structuring business deals and relationships, such as Intellectual Property Allocation, Teaming Agreements, Letters of Intent, Memorandum of Agreements, and federal subcontracts
- Advise on various compliance related matters impacting federal contractors, including False Claims, Equal Employment Opportunity and Affirmative Action requirements, Bid Protests, Foreign Corrupt Practices Act, and Cost Accounting Standards
- Serve as pro-bono Legal Counsel for Pathways Core Training, Inc., a 501(c)(3) non-profit entity empowering adults and families by moving beyond barriers and creating healthy communication and life management skills
- Developed and presented seminars on Federal Government Contracting for the Small Business Administration Procurement Technical Assistance Center and a non-profit affiliation doing business with the Department of Health of Human Services

KIDDE TECHNOLOGIES, Wilson, NC**2008 - 2009****Senior Manager of Contracts**

- Lead the contracts organization for an operating division of Hamilton Sundstrand providing expertise in commercial and government contract and pricing strategies, negotiations, business strategies, export control, and resolving contractual, regulatory, and business issues.
- Lead process, provide guidance and coordinate responses to interrogatories for product defect claims.
- Collaborate with Hamilton Sundstrand legal counsel to develop strategies and resolve contractual dispute matters.
- Provide expertise on Intellectual Property.
- Draft teaming agreements ensuring compliance with anti-trust, domestic and international laws and regulations.
- Developed standard contract terms and conditions and negotiation guidance.
- Created standard for Limitation of Liability/Risk Mitigation analysis adopted by Hamilton Sundstrand.
- Provide regulatory support on EU's REACH requirements.
- Established strong foundational infrastructure for a highly skilled and business savvy contracts department, including providing hands-on training, and development of key process tools.

DIGITALGLOBE, INC, Longmont, CO**2008 - 2008****Director of Contracts & Legal Counsel**

- Developed wide range of commercial agreements for sale, licensing, distribution, and access of satellite and aerial imagery for both domestic and international customers.
- Provided general legal support for contract law, employment law, export control, and Sarbanes Oxley compliance.
- Worked closely with the procurement organization in the review, drafting, and negotiation of subcontracts for business infrastructure needs and purchase of a satellite.
- Supported business managers in the pursuit and structure of both domestic and international deals, which included risk assessments, problem solving, drafting and negotiation of teaming agreements.
- Ensured contract/subcontract compliance with Export Control laws, Foreign Corrupt Practices Act, and local regulatory requirements.
- Advised senior management of contract rights and obligations and provided solutions to legacy contractual issues.

LOCKHEED MARTIN CORPORATION, Fort Worth, TX**2005-2008****Senior Manager of Contracts**

- Supervised and participated in pre-proposal activities, including defining strategies, proposal development, negotiation, modification, contract administration, and closeout on all F-16 fighter aircraft contracts world-wide.
- Directed and develop Contract Administration function focused on enhancing unique skill sets of employees and overall contributions to the business, to include contract drafting, risk assessment, and problem solving. Management of staff included directing assignments, conducting performance evaluations, providing training and development.
- Resolved defective pricing issues.
- Assessed areas of risk; proposed and implemented contract/business solutions. Advised senior management of contract rights and obligations.

- Established and chaired an Intellectual Property Council to control release and access to company proprietary information.
- Developed and directed issuance of contract policies, procedures, methods.
- Ensured contract administration activities complied with ISO 9000 standards.
- Responsible for managing and resolving issues related to Berry Amendment compliance.

EAGLEPICHER TECHNOLOGIES, LLC, Joplin, MO

2004-2005

Director of Contracts & Pricing / Legal Counsel

- Provided legal counsel on variety of issues involving government, commercial, and international contracts, compliance, export control, supplier bankruptcies, real estate, and labor relations issues.
- Worked with outside legal counsel on defective pricing and export control issues.
- Prepared and negotiated business agreements such as domestic and international commercial contracts, teaming agreements, licenses, and confidentiality (non-disclosure) agreements.
- Consulted with executives on contractual rights and obligations, business recommendations, cash management considerations, and strategic assessments.
- Established new Contracts and Pricing organization with a strong focus on operational effectiveness.
- Drove a contracts and pricing organization focused on providing business leadership, organizational integration, and career development.
- Ensured compliance with applicable regulations and alignment with company financial goals.
- Oversaw operations planning for a \$90 million business unit with responsibility for budgets and performance standards. Served as a key member of the senior leadership staff.
- Directed contract proposal submittals in response to Requests for Proposals (RFPs) to ensure quality, cost viability, and conformance.
- Negotiated and administered unusual and complex major government and international contracts.
- Developed business strategies and solutions for complex contracting relationships and transactions including coordination with key suppliers.
- Aligned contracts and pricing activities with subcontracts to ensure proper flow down of key terms and compliance with overall business strategy.
- Supervised pre-proposal activities, proposal development, contract administration, and closeout.

LOCKHEED MARTIN CORPORATION, Moorestown, NJ

1998-2004

Manager of Contracts

- Supervised and participated in pre-proposal activities, including OCI screening, proposal development, negotiation, contract administration, and closeout on advanced radar programs, activities with universities and government research labs.
- Consulted with executives on contractual rights and obligations, business recommendations, cash management considerations, and strategic assessments.
- Evaluated intellectual property rights and potential commercial exploitation to support joint ventures and drafting terms for royalties and equity positions.

NORTHROP GRUMMAN CORPORATION

1990-1998

Principal Contract Administrator (1996-1998)

- Responsible for preparation, submission, and negotiation of contracts related to the JSTARS program.

- “Go to” person for resolving contractual non-compliance issues and negotiation with customers focusing on mitigating impact to company.
- Participated on corporate wide program related to enhancement of cash management throughout the contracting life cycle.

Contract Administrator (1995-1996)

- Responsible for preparation, submission, and negotiation of contracts related to the B-2 Bomber program.

Senior Pricing Analyst (1993-1995)

- Responsible for developing pricing, pricing strategies and analysis for the B-2 Bomber program focusing on integrated logistics support.
- Conducted “should cost” and regression analysis.

Pricing Analyst (1990-1993)

- Responsible for developing pricing, pricing strategies and analysis for the TSSAM program focusing on engineering and manufacturing costs.

FRAZER AND TORBET, CPAs, City of Industry, CA 1989-1990

Staff Accountant (Auditor)

NORTHROP GRUMMAN CORPORATION, Hawthorne, CA 1987-1989

Engineering Research Analyst (1988-1989) Technical Writer (1987-1988)

UNITED STATES ARMY MILITARY INTELLIGENCE 1982-1986

Electronic Warfare Analyst

TEACHING EXPERIENCE

Texas A&M University at Commerce

Adjunct Professor – Contracts & Business Law - Summer 2011

Developed syllabus and overall course structure, lectured, and administered grades

EDUCATION

RUTGERS UNIVERSITY SCHOOL OF LAW, Camden, New Jersey

Juris Doctor with Honors, 2003

WEBSTER UNIVERSITY, Merritt Island, Florida

MBA, Distinguished Graduate, 1998

CALIFORNIA STATE UNIVERSITY, LONG BEACH, Long Beach, California

Bachelor of Science in Business Administration (Finance), 1992

LICENSES

Licensed to practice law in Texas and Pennsylvania

MEMBERSHIPS

The College of the State Bar of Texas
Texas Bar Association
Association of Corporate Counsel
Dallas Bar Association
Pennsylvania Bar Association
American Bar Association