Dr. Peter Drewes **pdrewes@mindspring.com**
4917 McBreyer Pl, Ft Worth Tx 76244 **407-325-0537**

Expertise

Use of management techniques combined with state-of-the-art analytics to create and manage value in domains from large data, augmented reality, autonomy and oil/gas environments.

Education

SAS – Certificate in analytics and various AI/ML courses 2019
MBA with minor in finance, Texas A&M Commerce, Fall 2018
MIT Executive Certificates in Strategy and Innovation 2012
Management and Leadership 2013
Ph.D. in Computer Engineering, University of Central Florida - 1997
Dissertation Title: Automated performance monitoring and evaluation in training systems
M.S.E. in Computer Engineering, University of Central Florida – 1991,
Thesis Title: real-time computer-generated cockpit instrumentation
B.S.E in Computer Engineering – 1988, University of Central Florida

Academic Appointments

Adjunct Professor, Texas A&M Commerce, 2019-Present
College of Business
Program Management , Database design and business process
Adjunct Professor, The University of Central Florida, 1994-2004
College of Engineering, Orlando, Florida.
Program Management and software lifecycles
Research Sponsor, Delhi Technical University, Delhi India 2009-2013
College of Engineering Program management

Industry Experience

Amante Del Vino **2018-Present**

Owner - Wine importer and Distributor

- Performed Market analysis of DFW market
- Setup business structure to effectively meet that demand

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- Performed necessary business constructs to satisfy Federal and state level requirements
- Setup and created import capabilities to receive international products
- Setup and executing Marketing campaigns to sell and expand the business
- Building business relationships to expand markets
- Business on track to provide a run rate of $40k-$50k starting year with appropriate margins, return on investments and meet stakeholder requirements

Lockheed Martin Corporation - **2007-Present**

- Management of corporate innovation program (Innovate the future) (>$5+million / year)
    - Responsible for management of staff 10+ direct reports along with the cost/performance of the innovation outcome to management
    - NPV and ROI calculations for all aspects
    - Used project management tools/methods to track and ensure 100+subprojects were on track and meeting the required goals
- Management of corporate innovation initiatives ($30 million / year) – Managed corporate portfolio including deliverables and staffing
    - Hiring and firing of 20+ dedicated staff, starting/stopping programs based on their performance
    - Financial collection and reporting of charges and book keeping throughout the year.
    - Tracking impact of projects and efforts towards the corporate $40B yearly goals.
- DARPA program management and principal investigator ($1m /year)
    - Managed staff of 5 to create an on time on budget activity
    - Marketing analysis and face to the customer concerning the performance of the team
- Program manager and principal researcher in Autonomous Systems (UAV/UGV/UUV/USV) - $10M /year management in internal research
    - Performed marketing analysis on where efforts should be performed
    - Hired and managed all staff
    - Performed financial analysis of market segments and the necessary risk/reward in market segments based on local/global economic conditions, value chain assessment, first or second to market considerations and financial accounting structures necessary to meet the new market segments.
- Business Analytics and methodologies for new business ventures.
- Participated in financial analysis of the acquisition of companies and their effect on the LM corporate bottom / top lines. Merger and Acquisitions ($25+ million class companies)
- Business Innovation techniques and applications.
- Big Data for Sustainment and Augmented Reality using Gaming Techniques
- Business Intelligence and Intellectual Property positioning ($4B responsibility)
    - Perform detailed IP valuation techniques, market analysis, supply chain responsibility to ensure $100+M investments strengthen the supply chain.
    - Provide executive level briefings on the value chain and IP assessments

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- Provide recommendations and coordination to the supply chain team
- Provide recommendations and coordination to the contract setup and negotiation team
- Performed and managed team (20+) to setup and coordinate business analytics and machine learning techniques to ensure business model prediction and potential outcomes.

Drewes Electric Vehicles **2005-2009**
Owner and president

- Setup electric vehicle business to provide consumer based electric cars.
- Researched and performed market analysis, potential return on investments and all financial /economic considerations to start the business
- Performed all necessary Federal (DOT/EPA/NHTSA) State and local permits and processes to ensure successful startup of activities
- Ran successful relationships with supply chain and subcontractors to provide quality products on time on budget.

Science Applications corporation and other various defense contractors. – 2000-2007

- DARPA Grand Challenge Mission Planning. Program manager
  - Managed staff of 10-20 over three initiatives to include gap analysis and value add to university/industry teams
  - Worked marketing and analysis to assist the global team in the fund raising / marketing of the activities
- Built out new business areas in intelligent agents from 0-$5M/year in 3 years
  - Using management / marketing practices
  - Influence internal and external stakeholders on the value of the ideas
  - Appropriate return on investments
  - Marketing and collaboration with congressional representatives
  - Proposals and negotiations.

Silicon Graphics Incorporated – 1995-2000

- Performed presales activities to support everything needed to bring in the sales of the computer equipment and supporting software
  - Generate program / capture plans
  - Execute plans and manage internal/ external staff
  - Setup Virtual reality center to influence $100M of new business opportunities
  - Managed finances and staff (3+) of virtual reality center
- Participated and led various aspects of $1B + capture opportunities

Walt Disney World 1987-2000

- Management and performance analytics in attractions.
- Managed staff (up to 50) for attraction operation
- Follow Disney marketing and customer support operations

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- Ensured the people/resources were available to provide ride operations
- Customer service

University of Central Florida 1983-1988

- Programming for course scheduling
- General Support

Drewes Consulting 1979-1983

- Educational Programming applications

Publications (Sample) Citations:27 h-index:3

Peer-Reviewed Journal Publications

Drewes, P., (2008), Journal of Aerospace Computing Information and Communication, Advancing Robotics: The Urban Challenge Effect, Special Issue on Urban Challenge, Vol. 5, no. 12, pp 530-542

Drewes, P., Gonzalez, A. J., Gerber, W. (2000), , Interpreting Trainee Intent in Real Time in a Simulation-based Training System. Transactions of the Society for Computer Simulation, **17**(3), 120–134

Drewes, P., (1995), Proceedings of the IEEE International Conference on Systems, Man and Cybernetics, 1995, Automatic performance monitoring and Evaluation

Peer-Reviewed Conference Publications

Drewes, P., (2004), Live, Virtual, and Constructive Combined Operations - *A Study in Unmanned Systems,* Inter-service Industry for Training Simulation and Education Conference

Drewes, P., (2002), *Semi-Autonomous Forces Involving Robotic Entities Research Results,* Inter-service Industry for Training Simulation and Education Conference, Orlando Florida,

Drewes, P., (2001), *Experimentation in Group Robotics Behaviors,* Inter-service Industry for Training Simulation and Education Conference, Orlando Florida,

Conference and Workshops Presentations without Proceedings (Lightly Reviewed)

Drewes, P., (2009), "Increasing Situational Awareness Through the Use of UXV Teams While Reducing Operator Work Load,", Association for Unmanned Vehicle Systems International, Washington, DC, August 10-13, 2009.

Drewes, P., (2006), *Embedded Multi-Modal Unmanned System Training,* Association for Unmanned Systems Vehicle International

Drewes, P., (2003), *Demonstration of a Systems Architecture for live, virtual and constructive UGV operation,* Association for Unmanned Systems Vehicle international,

Drewes, P., (2001), *Unified Entity Maneuver and Human Performance Modeling,* Simulation Interoperability Conference

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Grants and Contracts

Principal Investigator, "ASVC", Office of Naval Research /Association for Unmanned Vehicle Systems International Autonomous Surface Vehicle Competition, 2007	**$50,000**
Principal Investigator, " LANDROIDS", Defense Advanced Research Projects Agency, Sponsored Research Autonomous systems	2002-2005 **$1M**
Key Personnel, Autonomous systems, Defense Advanced Research Projects Agency, Sponsored Research in Autonomous Systems	2003-2005 **$1M**
Key Personnel, "Software for Distributed Robotics", Defense Advanced Research Projects Agency, Sponsored Research in autonomous systems	2002-2004 **$1M**
Principal Investigator, "Manned Unmanned Teaming", Research and Development Command, Sponsored Research in Live Virtual and Constructive Training Systems	2001-2005 **$2M**
Principal Investigator, "Intelligent Agents", Research and Development Command. Sponsored Research in non-mobile agents	2000-2001 **$500k**

Teaching

System Engineering – Full lifecycle analysis including group projects and presentations. This senior level undergraduate course covered necessary steps for successful entry into the job market. Approximately 30 students per semester.	1994-2004 University of Central Florida
High Performance Computing – Analysis of computer architectures, their advantages and methods for computing big data, graphics and busses for future implementation. Graduate course, approximately 40 students, video / online course.	1998-2000 University of Central Florida
Introduction to Programming – Embedded low level programming course for sophomore / junior level students to understand computer architecture and logical reasoning to determine tasks. Approximately 30 students per semester.	2000-2002 University of Central Florida
Project Lifecycle / Program Management – Instruction for Delhi Technical University students to understand the entire project lifecycles, budgets, marketing and business around sponsored UAV research. Approximately 20 students per semester.	2009-2013 Delhi Technical University New Delhi