

Donald R. Greiman (“Don”)

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Summary

Over the course of a 30-year Air Force career, Don has provided vision, leadership, and significant strides in organizational effectiveness and information technology services to a wide variety of US and international missions including ground launched cruise missiles, special operations, technical training for communication and information, NATO signals, and the DoD Commissary System. In his culminating assignment as the CIO and then Vice Commander of the National Air and Space Intelligence Center (NASIC) and as a civil servant as the leader of NASIC Advanced Programs he led the integration of policy, innovation, and technology to a highly technical government intelligence organization.



His military duties also included command of the 333 Training Squadron Commander, producing more the 20,000 technically trained students for the United States Air Force Communication and Information community. He also served at the Director’s Action Group Chief and Senior Executive Officer for the Deputy Chief of Staff for Communication and Information and Warfighting Integration.

In the ensuing 12 years in industry, he has opened new markets for business of varying sizes and socio-economic status, grown profitability, and increased the performance of employees at all levels and led a team of 400 scientists, engineers, and analysts in prototyping, developing, and fielding technical intelligence analysis systems. Subsequently, he led efforts to leverage commercial space sensors, common operational frameworks, modeling and simulation tools, and an open source space catalog to create a space situational awareness for use in commercial and international markets.

Currently he is consulting in cyber defense, with specific emphasis on effective IT enterprise management and application execution control.

Major Accomplishments

- Over 2 years, grew a business by 8.75% (\$125M sales/7.77% profit) in a very competitive market
- Increased sales over 2-year targets from \$210M to \$235M
- Solidified relationships with USAF Warfighting Integration communications organization leading to a request for cost data to justify a \$750M program for 24 high altitude unmanned aircraft
- Achieved a \$9M USAF sale for small remotely-piloted (unmanned) aircraft
- Employed Lean Six Sigma for service-oriented companies to overhaul annual appraisal and recognition programs for 800 military members; eliminated lost reports; reduced error rates, waste and re-work; increased on-time rates; and eliminated manual status reporting.
- Directed R&D efforts for advanced all-source and single-source tools and techniques for human centered interface in scientific and technical intelligence production
- Earned top performance scores (8 superior and 3 excellent) from a Government customer for cost, schedule, performance, management, and small business utilization

Professional Education and Training Development

- Masters of Science Degree in Public Administration
- Air Force Squadron Officer School, Air Command and Staff College, and Air War College
- Officer Training School Flight Commander and Curriculum Area Manager
- Air Force Academic Instructor School Graduate, Instructional Systems Design Certification, and Master Instructor Rating

Employment

- President, The Greiman Group Consulting, LTD, August 2015 to present
- Advanced Core Concepts, Director Dayton Operations and Commercial Space Situational Awareness, August 2017 to January 2019
- Schafer Engineering, General Manager and Senior Vice President for Commercial Space Situational Awareness. August 2015 to May 2017
- Peerless Technologies, Inc., Senior VP Intelligence Solutions, June 2013- Jun 2015
- Ball Aerospace and Technologies Corp., Director of Midwest Operations, June 2010 - Mar 2013
- AeroVironment, Inc., Air Force Business Development, July 2008 - June 2010
- USAF Civil Service, Director of Advanced Programs (GG-15), Nov 2007 - Jul 2008
- Career Air Force Officer, Oct 1977 - Aug 2007, culminating as Vice Commander and CIO, National Air and Space Intelligence Center. Retired as a colonel.

Education

- MS, Public Administration, Troy State University - 1993
- BS, Music Education, Bemidji State University - 1976
- Professional Military Leadership and Management courses

Other

- Steering Group, Ohio Valley British Brass Band
- Membership
 - Armed Forces Communication and Electronics Association
 - Air Force Association
 - National Defense Industrial Association
 - NASIC (Technical Intelligence) Alumni Association
 - Association of Old Crows (Electronic Warfare)
 - Member Defense Planning and Analysis Society
 - Miami Valley Symphony Orchestra