

John Kotlanger

John is an OPI Principal. He has an extensive background in the development of complex, highly profitable product-services offerings such as pay-per-unit of value, pay-per-period and other hybrid support solutions. John has recently served as the industry expert for the Department of Defense's Defense Acquisition University on Performance Based Logistics which stresses the importance of purchasing system availability rather than the components of support that contribute to product support. John established a consulting practice for Camber Corporation in the area of Product-Services. John also established the first pay-per-period product-services solution for DoD under the M109 Fleet Management Program where he served as President of Fleet Management Associates an LLC of United Defense, Barnes and Reineke Inc., and VSE Corporation. John is currently providing consulting support to the US Army's Future Combat Systems, Objective Force Warrior and Common Robotics Systems initiatives in the area of Performance Based Logistics Product Services offerings, and also the US Navy's DDX program with innovative product support recommendations. Earlier John has worked as the program manager for product-services information systems solutions for CINCOM Systems Inc., focused on developing software to support commercial and DoD contractors who offer Product-Services offerings to their clients. John received his BA and MA from the University of San Francisco.