



# BIOGRAPHY

UNITED STATES AIR FORCE

## COLONEL KAREN A.F. LANDALE

Col. Karen A.F. Landale is the Deputy Director of Contracting, Air Force Life Cycle Management Center, Hanscom Air Force Base, Massachusetts. Col. Landale leads a 500-person mission-focused contracting workforce and provides the necessary resources and environment to deliver innovative and agile solutions to the warfighter. She oversees more than \$4 billion in annual contract obligations, and supports multiple program executive officers across more than 300 programs.

Col. Landale earned her commission in 2002 through the Air Force Reserve Officer Training Corps at the University of Tampa. The majority of her career has been in operational contracting, at both below- and above-wing levels. She has served as the Chief of the Strategic Sourcing Strategy and Analysis Flight in the Enterprise Sourcing Group. As an Assistant Professor for the Graduate School of Business and Public Policy at the Naval Postgraduate School, she published three articles on procurement. Additionally, Col. Landale was Commander, 773d Enterprise Sourcing Squadron, Joint Base San Antonio-Lackland, Texas, where she led 45 military and civilian personnel executing a \$6.1B contract portfolio, including \$163M in annual obligations. In this capacity, she directed and shaped enterprise-wide medical solutions to enhance medical capabilities and achieve sourcing efficiencies. Prior to her current position, Col. Landale was Chief of Contingency Contracting Policy, Defense Pricing and Contracting, Office of the Under Secretary of Defense for Acquisition and Sustainment. During this time, she developed contracting policy for Department of Defense contingency operations, and reviewed, drafted, and advocated for contingency contracting legislation.



Col. Landale has supported Operations IRAQI FREEDOM and ENDURING FREEDOM through five contingency deployments. While deployed, she served as an Administrative Contracting Officer for the Army's multi-billion-dollar Logistics Civil Augmentation Program, an Administrative Contracting Officer for the Air Force Civil Augmentation Program, and as Deputy Chief of the Delaram II Regional Contracting Center in Delaram, Afghanistan.

### EDUCATION

2002 Bachelor of Science, International Business, University of Tampa, Fla., Magna Cum Laude  
2002 Aerospace Basic Course, Maxwell Air Force Base, Ala.  
2008 Squadron Officer School, Maxwell AFB, Ala.  
2009 Joint Professional Military Education Level I, Naval War College Distance Program, Naval Postgraduate School, Monterey, Calif.  
2009 Master of Business Administration, Strategic Sourcing, Naval Postgraduate School, Monterey, Calif., With Distinction  
2012 Master of Military Operational Art and Science, Joint Warfare, Air Command and Staff College, Maxwell AFB, Ala., by correspondence  
2014 Doctor of Philosophy, Business Administration-Marketing, Kenan-Flagler Business School, University of North Carolina, Chapel Hill  
2020 Master of Science in Airpower Strategy and Technology Integration, Air University, Maxwell AFB, Ala.  
2020 Joint and Combined Warfighting School, Joint Forces Staff College, Norfolk, V.A.

### ASSIGNMENTS

1. June 2002 – June 2003, Specialized Flight Team Lead, 43d Airlift Wing, Pope Air Force Base, N.C.

2. June 2003 – May 2005, Wing Support Flight Commander, 43d Airlift Wing, Pope AFB, N.C. (March 2004 – June 2004, Construction Flight Commander, 379th Air Expeditionary Wing, Al Udeid Air Base, Qatar; January 2005 – March 2005, Contingency Contracting Officer, Tanker-Airlift Control Element, Al Taqaddum Airfield, Iraq)
3. May 2005 – June 2008, Space Acquisition Contracting Officer, Defense Contract Management Agency, Redondo Beach, Calif. (September 2005 – April 2006, Administrative Contracting Officer, Defense Contract Management Agency-Iraq/Afghanistan, Camp Taji, Iraq; June 2007 – April 2008, Administrative Contracting Officer, Defense Contract Management Agency-Iraq/Afghanistan, Bagram Airfield, Afghanistan)
4. June 2008 – December 2009, AFIT Masters Student, Naval Postgraduate School, Monterey, Calif.
5. January 2010 – September 2010, Chief, Strategic Sourcing Strategy & Analysis Flight, Air Force Materiel Command, Wright-Patterson AFB, Ohio (June 2010 – January 2011, Deputy Chief, CENTCOM Contracting Command, Regional Contracting Center, Delaram II, Afghanistan)
6. September 2010 – July 2011, Executive Officer, Directorate of Contracting, Headquarters Air Force Materiel Command, Wright-Patterson AFB, Ohio
7. July 2011 – June 2014, AFIT PhD Student, University of North Carolina, Chapel Hill, N.C.
8. June 2014 – July 2017, Assistant Professor (Contracting Curriculum), Graduate School of Business & Public Policy, Naval Postgraduate School, Monterey, Calif.
9. July 2017 – June 2019, Commander, 773d Enterprise Sourcing Squadron, Joint Base San Antonio-Lackland, San Antonio, Texas
10. July 2019 – May 2020, Blue Horizons Fellow, Center for Strategy and Technology, Air University, Maxwell Air Force Base, Ala.
11. May 2020 – June 2022, Chief of Contingency Contracting Policy, Defense Pricing and Contracting, Office of the Under Secretary of Defense for Acquisition and Sustainment, Pentagon, Washington, D.C.
12. June 2022 – Present, Deputy Director of Contracting, Air Force Life Cycle Management Center, Hanscom AFB, Mass.

#### **SUMMARY OF JOINT ASSIGNMENTS**

1. May 2020 – June 2022, Chief of Contingency Contracting Policy, Defense Pricing and Contracting, Office of the Under Secretary of Defense for Acquisition and Sustainment, Pentagon, Washington, D.C., as a lieutenant colonel

#### **MAJOR AWARDS AND DECORATIONS**

Defense Meritorious Service Medal  
 Meritorious Service Medal with two oak leaf clusters  
 Joint Service Commendation Medal with one oak leaf cluster  
 Air Force Commendation Medal with one oak leaf cluster  
 Meritorious Unit Award with two oak leaf clusters  
 Air Force Outstanding Unit Award with one oak leaf cluster  
 Air Force Recognition Ribbon

#### **OTHER ACHIEVEMENTS**

2002 Distinguished Graduate, Air Force Reserve Officer Training Corps, Detachment 158, University of South Florida  
 2002 Air Force Cadet of the Year  
 2004 43d Airlift Wing CGO of the Year  
 2004 Pope AFB CGO of the Year  
 2008 Distinguished Graduate, Squadron Officer School  
 2012 Highest Academic Distinction, Air Command and Staff College, by correspondence  
 2014 DeLozier Fellowship Award for dissertation's outstanding contribution to the community  
 2016 Assistant Secretary of the Air Force (Acquisition) Award for Academic Excellence  
 2017 Chief Acquisition Officer's Acquisition Excellence Team Award, category management category  
 2017 Air Force Innovation in Contracting Team Award, for category management support  
 2018 David Packard Excellence in Acquisition Team Award, for innovation in acquisition  
 2020 Gears of Government Team Award, for category management support

#### **PUBLICATIONS**

Landale, K.A.F., Hawkins, T.G., & Rendon, R.G. (2017). Examining the Effects of Source Selection Method on Procurement Outcomes. *Journal of Defense Analytics & Logistics*, 1(1), 47-68.  
 Landale, K.A.F., Apte, A.U, Rendon, R.G., Salmeron, J. (2017). Using Analytics to Inform Category Management & Strategic Sourcing. *Journal of Defense Analytics & Logistics*, 1(2), 151-171.  
 Apte, A., Arruda, C., Clark, A., & Landale, K. (2019). Implementing Category Management of Services – A New Methodology. *Journal of Public Procurement*, 19(2), 165-183.

**PROFESSIONAL MEMBERSHIPS AND ASSOCIATIONS**

National Contract Management Association - Certified Professional Contracts Manager  
National Contract Management Association - Certified Federal Contracts Manager  
Institute for Supply Management - Certified Professional in Supply Management  
Acquisition Professional Development Program – Level III Contracting  
Acquisition Professional Development Program – Level I Program Management

**EFFECTIVE DATES OF PROMOTION**

Second Lieutenant May 29, 2002  
First Lieutenant May 29, 2004  
Captain May 29, 2006  
Major June 1, 2012  
Lieutenant Colonel Dec. 1, 2016  
Colonel April 1, 2022

(Current as of August 2022)