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## INTRODUCTION

I started my professional career as a Government Civilian at NSWC where I was a Contract Specialist supporting the Expeditionary Warfare Department for both services and supplies. While in this role I became very familiar with requirement development, solicitation writing, proposal evaluation, source selection decision documents, and performing full cost/price reviews. I obtained my Level II DAU Contracts certification which gave me the knowledge to understand Federal contracting from cradle to grave. With the knowledge acquired from NSWC Crane, I transitioned to the private sector to support the Warfighter and Defense contractors.

## PAST PERFORMANCE

- > Prime Work Won – Successfully grew a small business in the NSWC Crane market by 83% in one year with total contract awards equaling \$181M
- > Teaming Arrangements – Proven track record of teaming to build technical capabilities and customer familiarity
- > Program Management – Prime PM Task Order experience which ensures opportunities are bid to win AND execute

## SERVICES

### Proposal Review

- > Statement of Work
- > Sections L & M
- > Technical Approach
- > Management Approach
- > Key Personnel
- > Past Performance
- > Cost Evaluation/Cost Realism
- > Cost Strategy

### Pipeline Creation/Review

- > Alignment of strategic opportunities
- > Development of 6/18/36 month strategy
- > Developing strategic teaming relationships
- > Pwin vs B&P budget cost evaluation

### Business Development Infrastructure

- > Gate review process
- > Identify discriminators, hot buttons, win themes
- > SME interview for content creation

### Market Intelligence

- > Incumbent analysis
- > Competitive environment
- > Customer knowledge
- > Development of strategic teaming relationships

### Debrief Review

- > Protest options
- > Lessons learned

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## Contact Information

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