



# FBC RESULTS LLC **CONSULTING**

Public Sector Contracts & Program Management

## Navigate Public Sector Contracting and Programs with Confidence. Win More. Deliver Flawlessly.

*\*\*Our Vision:\*\* Be the partner that our clients trust implicitly and don't want to live without.*

### DECADES OF EXPERIENCE

Over **50 years** of combined senior-level federal government and public sector experience (Division Director/GS-15).

### CERTIFIED PARTNER

A **\*\*Women and Minority Owned Small Business\*\*** (WMBE/SCS) ready to help you meet your goals.

## Comprehensive Services: From Startup to Success

### 1. Public Sector Entry & Strategy

- Cradle-to-grave services for firms looking to break into the federal space.
- Obtaining federal certifications and SAM.gov registration.
- Business plan development, opportunity identification, and Facilitation of Agency Relationships.
- Organizational Health Analysis to evaluate your current capacity and capability against requirements.

### 2. Winning Proposals & Contract Award

- Proposal development guidance and support to secure contract award.
- Expert interpretation of evaluation criteria and guidance through the Source Selection Process.
- Protest of Award entitlement, development, and support.

### 3. Post-Award Management & Dispute Resolution

- Contract Management and Interpretation and administrative change management.
- Ensuring fair compensation for government-directed changes, errors/omissions.
- **\*\*Disputes Support\*\***: Request for Equitable Adjustment (REA) and Certified Claim entitlement, development, and negotiation support.

# Meet The Principals: Our Leadership Experience

Former Senior Public Sector Leaders Who Built the System.

## Paul Reed

28 Years in Public Sector Contracting & Project Management

### Expertise Highlights:

- Recognized SME in all contract types and the contracting lifecycle.
- Focused on Contract Risk Management and Mitigation.
- Extensive experience in resolving large, complex Claims, REAs, and Protests.

### Senior Leadership Roles:

- GSA/PBS Division Director of Acquisition Management and D&C (WA, OR, ID, AK).
- IHS Chief of Acquisitions overseeing all agency design and construction contracting requirements.
- Lead Contracting Officer for NOAA's shipbuilding and ship repair program.

## Ann Crawley

28 Years in Public Facility Management & Business Oversight

### Expertise Highlights:

- Recognized SME in Process Improvement and business management.
- A keen eye on realization of Process Efficiency and subsequent Cost Effectiveness.
- Ability to quickly identify and address root causes in a straightforward, repeatable manner.

### Senior Leadership Roles:

- GSA/PBS Division Director of Leasing and Facilities Management Divisions (WA, OR, ID, AK).
- Responsible for the operation and habitability of all owned and leased federal office space in her region.

## READY TO ELEVATE YOUR FEDERAL STRATEGY?

Partner with the experts who know government systems inside and out.

### FBC RESULTS LLC CONSULTING

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Reach out today to schedule your consultation!