



FBC RESULTS LLC **CONSULTING**

Federal Contracts & Program Management

**Maximize Program Efficiency. Execute Contracts
Flawlessly. Deliver Results.**

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

DECADES OF PUBLIC SECTOR EXPERIENCE

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

AGENCY EFFICIENCY SPECIALISTS

Expertise in acquisition, design & construction, lease management, and facilities management.

Expert Services for Public Sector Entities

1. Strengthening Implementation & Process Improvement

- Gap Analysis: Evaluate current capacity against program requirements to identify needs.
- Maximize resource efficiency through disciplined and collaborative Process Improvement.
- Program Efficiency, Evaluation, and Development support.
- Specialized Acquisition and Procurement Training for all contract lifecycle elements.
- Public Organizational Development and Leadership Training & Guidance.

2. Contract Lifecycle Execution Support

- Serve as Contract Staff Augmentation for all aspects of the contract lifecycle.
- Expert acquisition planning and Source Selection Development to ensure best value.
- Solicitation development, proposal evaluation, and award recommendation for ready execution.
- Expert contract administration including modification, change order, and contract closeout negotiation development and support.

3. Policy, Template Development & Disputes Support

- RFP/RFQ/Agreement Template Development and updates tailored to your entity's specific needs.
- Acquisition Planning & Source Selection template development and facilitation.
- Disputes Support: Request for Equitable Adjustment, Certified Claim, and Public Procurement Protest development, review, strategy, and support.

Meet The Principals: Our Leadership Experience

Former Senior Federal Leaders Who Built the System.

Paul Reed (FAC-C Professional Level III)

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 and resolution of complex Claims, REAs, and Protests.
- Authored contracting desk guides still in use by federal agencies today.

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, facility operations, 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.

NEED TO MAXIMIZE YOUR PROGRAM'S EFFECTIVENESS?

Leverage our decades of public sector leadership to optimize your contracts and operations.

FBC RESULTS LLC CONSULTING

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Reach out today to schedule your consultation!