

## Proposal Preparation/Review Experience

Written by Administrator

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- Assisted DARPA/Air Force 1st tier subcontractor with preparation of a multi-million dollar Termination for Convenience settlement proposal, including settlement with suppliers and analysis of \$2 million in capital expenditures; also recommended strategy for handling multi-million dollar “investment” (planned contract loss) as well as unplanned contract loss that resulted in significantly more recovery of costs than management had forecasted.
- For a bio-pharmaceutical developer (Project BioShield), led the effort to support Termination for Convenience settlement proposal, including reviewing subcontractor claims in an adversarial litigation environment.
- Assisted military airplane 1st tier subcontractor with preparation of a multi-million dollar Request for Equitable Adjustment associated with Prime Contractor delay and disruption.
- For a major bio-pharmaceutical developer, coordinated preparation of \$350 million vaccine cost proposal to HHS, including coordination between multiple business units in various countries.
- For a bio-pharmaceutical manufacturer (supporting Project BioShield for the Centers of Disease Control and Prevention), led a project to support transition from Fixed-Price to Cost-Reimbursable contracting, including assessment of business practices, development of indirect cost structure and calculation of indirect cost rates, preparation of cost proposals and pricing of equitable adjustments in compliance with TINA and FAR requirements, and generation of policies and procedures to aid in contract compliance (Estimating, Purchasing, Socioeconomic Reporting, Billing).