

CORE COMPETENCIES

- Solicitation and evaluation-criteria analysis — what the RFP is actually asking, how it will be scored, and where responses lose points.
- Bid/no-bid judgment against agency history, competitive field, and evaluation structure.
- Proposal and bid development — compliance matrices, response architecture, and content built against stated evaluation criteria.
- Acquisition strategy and capture support — market research, agency targeting, teaming, and positioning for IDIQ, MATOC, and task-order vehicles.
- SAM.gov registration and profile optimization; SDVOSB, VOSB, HUBZone, 8(a), and state certification support.
- Post-award administration — modifications, change orders, claims support, COR coordination, and closeout.
- Debrief analysis and past-performance positioning for the next pursuit.

DIFFERENTIATORS

- Eighteen years on the government side of the table — VA Contracting Officer, and Senior Program Manager and Senior Contract Specialist at USACE.
- Wrote the solicitations and built the evaluation rubrics that award decisions were made against.
- Sat on Source Selection Evaluation Boards as evaluator, member, and chair.
- Ten years owning and operating an electrical contracting business — fluent in both the contractor's economics and the government's process.
- Construction, engineering, and A/E acquisition focus rather than generalist consulting.
- Practice conducted in full compliance with post-employment restrictions under 18 U.S.C. 207 and the Procurement Integrity Act.

WHO I WORK WITH

- General contractors and specialty trade subcontractors pursuing federal or state construction work.
- Architecture and engineering firms competing for A/E IDIQ and task-order vehicles.
- SDVOSB, VOSB, HUBZone, 8(a), and WOSB firms positioning for set-aside opportunities.
- Established commercial contractors entering the federal market for the first time.

PRINCIPAL'S EXPERIENCE

- Grew the DLA Leak Detection Program from \$2.5M to \$30M+ in annual execution; the governance model designed for it was adopted across DLA execution agencies as the reference standard.
- Designed a ~\$490M construction MATOC and dual ~\$90M A/E IDIQ vehicles for DLA-Energy fuels.
- District program oversight on the ~\$1.7B Aurora, Colorado VA Medical Center Replacement.
- Contracting Officer for VA construction, services, supplies, and leases at the Omaha VA Medical Center.
- COR Level III responsibility on complex and critical contracts routinely exceeding \$10M.

CREDENTIALS

- DAWIA Contracting Certification
- FAC-C — Federal Acquisition Certification in Contracting (prior)
- COR Level III — Complex/Critical
- Project Management Professional (PMP)
- Secret clearance (inactive)
- B.S. Project Management, Bellevue University

COMPANY DATA

UEI	[pending SAM.gov registration]
CAGE	[pending SAM.gov registration]
BUS. TYPE	SDVOSB — VA VetCert in process
NAICS	541611 · 541618 · 541990
PSC	R408 · R499
EMAIL	adam@integritycontractingsvcs.com
PHONE	(402) 521-4123

ENGAGEMENT

- Hourly advisory from \$175/hr — solicitation reviews, bid/no-bid calls, and targeted questions.
- Project-based engagements scoped to a single pursuit, priced on solicitation complexity and page count.
- Monthly retainer for firms running a continuous pipeline and needing standing acquisition support.