

# CELESTIAL DEFENSE

*When it Really Matters*

[www.celestialdefense.com](http://www.celestialdefense.com) | (770) 777-2090



**GREGORY L.  
FORDHAM**  
*Founder of  
Celestial Defense*

Certified Public Accountant (Virginia)  
Certified Internal Auditor  
Certified Computer Examiner  
Microsoft Certified Professional  
Security Plus Certified  
Certified Live Investigator  
Certified Steganography Investigator

## ABOUT US

Located in Atlanta, Georgia Celestial Defense has **over 30 years experience** in federal government contract consulting. The firm delivers its immense knowledge of Federal Acquisition Regulations (FAR) and provides expert consultant services to federal government contractors in a multitude of areas. The Firm's consulting services are expert services and not just part of a generalist offering nor an area of only part-time interest. The Firm's products and services are provided nationwide to large and small contractors alike, prime contractors and subcontractors, foreign and domestic. Also, the Firm's services are provided to a diverse client base that spans many industries including; **Manufacturing, Construction, and Services.**

## EXPERIENCE

The firm has immense knowledge in federal contracting covering the full spectrum of pre-award and post award contract administration issues for large and small contractors alike and delivering ingenious solutions on risk management and revenue maximization issues like:

- Setting pricing strategy & competitiveness;
- Due diligence of merger/ acquisition candidates & their integration within an organization;
- Optimize cost recovery for revenue maximization;
- Maximizing cost recovery including defending cost practices for allowability and allocability;
- Improving procedural effectiveness & efficiency;
- Customer relation enhancement;
- Favorably resolving customer allegations of non-compliance.
- Accurately interpreting contract requirements to minimize risk and maximize revenue;
- Successfully settling contract changes & terminations at higher than client expected values;

# Claims, Terminations & Compliance Matters

Disputes related to constructive contract changes, contracts terminated for convenience, and alleged FAR non-compliance matters happen in a wide variety of situations for federal government contractors.

Resolving these issues and reaching a settlement can be difficult, however. The technical nature of procurement rules, regulations, and cost principles ensures that the parties must go great distances before they can meet in the middle.

Since the government typically distorts or misstates the regulatory and contractual requirements, the contractor must shoulder a greater burden, if the matter is to be resolved without wasteful litigation. **Let us help you when it really matters.**

## Preparation and Settlement of Request for Equitable Adjustments (REA) Proposal for Constructive Contract Changes

- Additive or deductive changes in contract requirements
- Defective specifications
- Differing site conditions
- Excessive inspection
- Differences in contract interpretation
- Delinquent government furnished property or information
- Acceleration of performance or delivery schedule
- Performance Delays & Disruptions
- Analysis & settlement of subcontractor claims
- REA Preparation, Negotiation & Settlement

## Resolution of FAR Compliance Matters

- FAR 31 Cost Allowability
- Cost Accounting Standards (CAS) Allocability
- CAS Disclosure Statements and Cost Impact Proposals
- Indirect cost proposals and Forward Pricing
- DCAA Audit finding resolution
- Cost or Pricing Data and Defective Pricing
- Business Systems Compliance for
  - Estimating
  - Accounting
  - Billing
  - Manufacturing

## Preparation and Settlement of Termination Settlement Proposals

- Complete or Partial termination of fixed price, cost type, or commercial item contracts
- Analysis and settlement of subcontractor termination settlements
- Termination Preparation, Negotiation & settlement