



Gregory L Fordham

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

Experience

Over 30 years experience in federal contracting covering the full spectrum of pre-award and post award contract administration issues for large and small contractors alike delivering ingenious solutions on risk management and revenue maximization issues like:

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

On-Going Expert Support

An amalgamation of all our expertise bundled in a broad based, multi-faceted, continuous support service designed to raise competency, improve performance, and enhance control consistency across diverse and growing business units in four areas.

RISK MINIMIZATION

Contract Management Assistance & Oversight

- Critique and strengthen contract review and construction skills.
- Ensure purchase orders and subcontract terms are properly balanced and matched to contract terms and conditions
- Monitor contract performance to ensure notices and submissions are timely
- Strengthen or devise effective organizational management and control metrics, systems and procedures

Regulatory & Contractual Compliance Assistance & Oversight

- Ensure that pricing and bidding procedures for new and changed work satisfies disclosure and pricing requirements.
- Confirm cost estimating, accumulation, and reporting are FAR and CAS compliant
- Identify and correct deficient manufacturing, accounting, billing, or estimating system processes
- Timely development, submission, and settlement of forward pricing and incurred cost proposals

REVENUE MAXIMIZATION

- Ensure all business opportunities and solicitations are pursued timely and professionally
- Optimize cost recovery with due consideration for business and contract mix in order to maximize overall revenue
- Contract performance monitored for timely recognition, submission, and settlement of constructive changes at fullest recovery
- Contract terminations pursued and settled at fullest recovery

BUSINESS FRIENDLY PHILOSOPHY

Regulatory requirements need not stifle successful business practices. After all, at most the regulations are an obstacle and not an impenetrable barrier. Thus, they can be like a fence that protects a coveted territory by preventing needlessly suffocating requirements.

SKILLED CUSTOMER RELATIONS

Present a courteous customer centric approach tempered with a practical business outlook that when merged with an immense knowledge of government contracts and business friendly philosophy is able to craft a working deal.

SYNOPSIS OF SELECTED EXEMPLARY PROJECTS

- In a nationwide search the US Department of Justice selected Fordham as the computer forensic expert in opposition of a national firm working with one of the nation's top litigation firms that was representing the defendant. Fordham's work and analysis, of more than 100 million fills and refills, including the development of custom software analysis tools, were instrumental in the government reaching a \$150 million settlement in a False Claims Act recovery.
- Fordham's unique solution regarding the terminated contract of a top 10 defense contractor was selected over the proposals of a national consulting firm and two DC law firms specializing in government contracts. Fordham was able to negotiate a multi-million dollar settlement for the client that was more than 10 times what they had quantified for themselves.
- Fordham rejuvenated the differing site condition claim and request for a Contracting Officer's final decision on a significant construction development project into a Request for Equitable Adjustment and settled the REA for substantially more than the client had initially claimed for themselves despite the government's aggressive efforts to characterize the amounts claimed as overstated, unallowable or unsupported,
- Fordham was asked by a large Fortune 500 manufacturer to review a hardware contract that was cancelled after award of the basic quantity without any exercise of subsequent options. While there was no entitlement for the unexercised options Fordham recognized that there was extensive entitlement to additional funds for other reasons. Fordham negotiated a settlement in excess of \$20 million which was about twice the original contract value. Along the way Fordham had to overcome the defenses claimed by the customer's purchasing and contracts personnel, as well as in-house counsel and outside counsel.
- After the departure of a key employee for a government contractor, Fordham's examination of the employee's work computer determined that the employee had taken confidential pricing and performance data to the capture team of an ambitious competitor. The jury awarded the former employer all of their trade secrets damages.
- A first tier subcontractor received a multi-million dollar, Not-to-Exceed (NTE) contract to manufacture certain hardware pending final negotiation of a fixed price contract, which did not occur until after the work was complete. Fordham successfully rebutted customer claims that under applicable cost principles and procedures the allowable amount of costs were only half of the NTE value. As a result, the negotiated fixed price contract was for the full value of the NTE price.
- A large business contractor performing fully CAS covered contracts reorganized and merged the business unit performing fully CAS covered contracts with other existing segments as well as newly acquired segments. Fordham developed the post reorganization and merger cost structure in a fashion that would maximize cost justified revenue and prevent cost associated with cost justified government operations from being misallocated to segments performing commercial business contracts or other segments performing government type business that were more commercial price justified. The CAS Disclosure Statement including various home office Disclosure Statement portions with associated cost impact proposal were submitted and settled without cost impact.
- The solicitation instructions for an indefinite quantity contract required submission of an automated pricing model where each incremental increase in quantity reflected changes in variable costs only. Statistical analytical techniques were used to measure and quantify fixed and variable cost behaviors. The pricing model used these algorithms for computing unit prices at any quantity level within the solicitation's requirement range.