

MRE Technology Solutions LLC

CONTRACT COMPLIANCE – THE IMPERATIVE TO SUCCESSFUL DELIVERY

People Ideas Technology Dedicated To Performance

Since 2010 *MRE Technology Solutions LLC (MRETEC)* has delivered innovative technical and professional services and solutions to federal government customers and contractors. We have grown to be a leading provider of mission critical services supporting the Department of Defense, Department of Veteran Affairs, the Intelligence Community and other Federal Agencies and Commercial enterprises.

MRETEC's Contract Compliance services are designed for small companies that need assistance getting started, small to mid-size companies experiencing rapid growth, and large companies that need an external trusted advisor to confidentially diagnose their current contract(s) health. These services fall into the four categories of contracts: Bid. Win. Execute. Closeout.

In each of these categories compliance plays a major part. In some cases, for example, poor bidding policy can have a negative, compounding effect on execution and in turn closeout compliance. In some cases revisiting a current, mature contract is necessary to contrast against new policy and potential changes or adaptations required by Federal Acquisition Regulations.

Compliance risk can easily begin with or outdated capture policy and lead to hard stops and sanctions from the federal government or significant loss to capture efforts and budget. Our goal is to harmonize business operations policy and contract acquisition and execution strategies for mitigated legal risk and greater efficiencies.

Guidance for Compliance

Objectives

To expose risks associated with current U.S. Government Contracts, educate our customers on thresholds and audit triggers, and to provide world class guidance to ensure their business practices become compliant with U.S. Government contracting guidelines.

Our Value

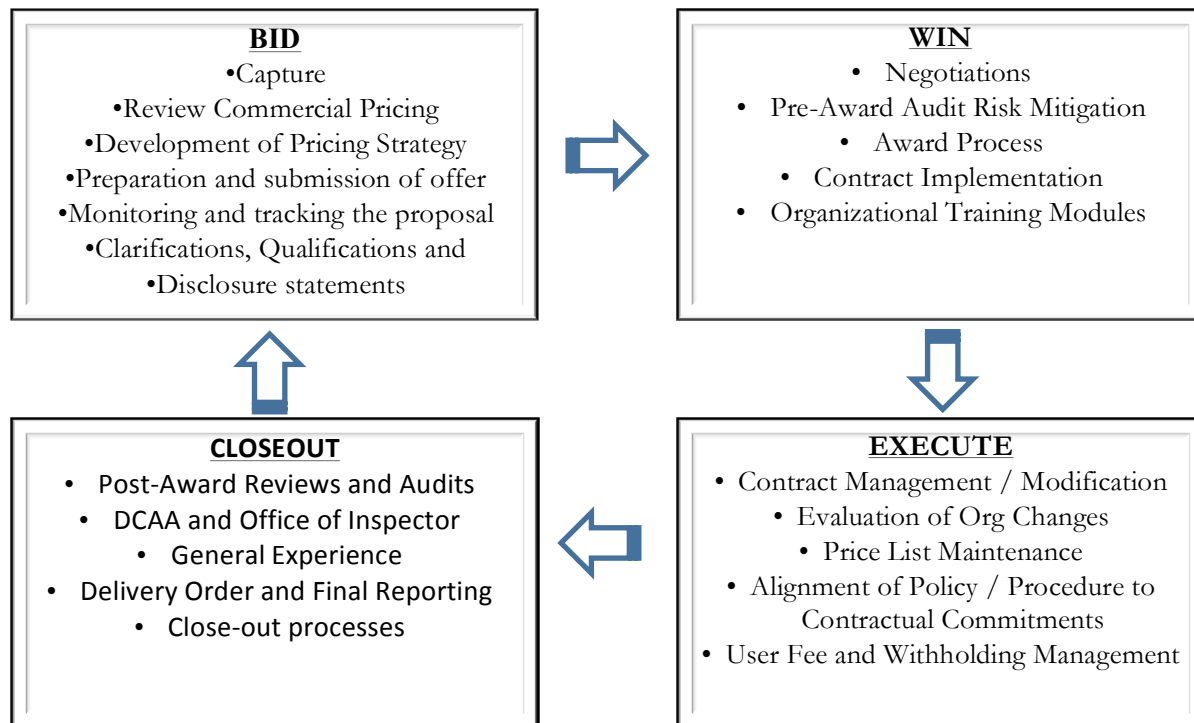
Most growing small/ midsize companies don't know what they don't know. Each new line of revenue can add a new level of responsibility that if overlooked, can quickly lead to noncompliance throughout the business. Whether it's in contracts, human resources, business development or a simple pricing model, if regular attention is not given to how compliance affects your business, the result can be catastrophic.

MRETEC will evaluate your contracting practices with internal operations and contracts staff. We will diagnose the health your contracts, contract related records and corporate policies. We examine and highlight your risk position and provide guidance in times of impending sanctions.

Our Delivery

At the forefront of our offering is business practice compliance diagnostics for federal contractors. Our process is designed to help you think through the impact of compliance and guide decision making when faced with the tough questions.

Do your policies support healthy compliance practices? Are your internal bidding, award and execution and closeout policies running in concert with Federal Acquisition Regulations? We work with your team to diagnose contract activities throughout the contracting cycle. From Capture to Closeout, we lead compliance vulnerability and preparedness efforts to empower your team for operational health.



MRETEC personnel have held leadership positions in the federal government, military, intelligence community, and private sector; we understand the challenges our customers face and what is required to get to minimize risk. Have changes within the corporate structure complicated process and in turn, compliance? MRETEC dissects the corporate framework and provide comparative analysis between policy, process and its effect on contractual obligation and delivery.

We provide contract compliance services from the viewpoint of the operator – we know the pitfalls in execution because we have stood in your shoes. We provide practical techniques and straight-forward solutions at economical rates for small, midsize, and large business concerns. We strive to be our customer's trusted advisor and to safeguard your operational integrity.

Lead Consultant, Government Contract Compliance

Jeffrey Kidwell

Jeffrey Kidwell is a government contracting management consultant based in Annapolis Maryland just minutes outside the Washington DC Metro area. He has over 25 years of experience in government contracts and compliance management ranging from proposal generation, internal and external customer negotiations, pre and post award audit liaison and risk mitigation, contract management to acquisitions and financial management.

Experience

Capture Management

- Drafted responses to Federal Government solicitations to align with company policy and strategic mission
- Developed pricing strategies using historic commercial sales data to support proposal pricing and compliance (i.e., SF1412)
- Led proposal Red Team reviews to ensure corporate business practices meet Government requirement (i.e., FARS)
- Performed Profit & Loss analysis aligning proposal strategies at the model or line item level to arrive at feasible discounts

Contract Management

- Deep domain expertise government regulations (i.e., FARS, GSARS, DFARS)
- Conducted timely submission of contract modifications, extensions and renewals in value exceeding \$100M through 252 mods over 10 years
- Managed contract Terms and Conditions (i.e. Trade Agreements (TAA), Price Reductions, Truth in Negotiations Act (TINA), etc.) to align corporate practices with Government regulations
- Managed over 30% of increased profitability through sustaining constant price levels over a span of ten years
- Managed and negotiated key terms to include commercial sales practices, software and Intellectual Property agreements, OEM warranties, Teaming, Non-Disclosure and Blanket Purchase Agreements
- Management Experience
 - Direct staff (5) performing tactical contracts administration and data analysis
 - Matrixes staff (up to 50) of Subject Matter Experts (SMEs) across Product groups, IT support, Integration, Services, Engineering, Finance and Accounting

Audit and Risk Mitigation

- Successfully managed 20 Office of Inspector General (OIG) and Defense Contract Audit Agency (DCAA) pre- and post-award audits in order to achieve contract awards and negate all post-award findings
- Successfully negotiated all findings, providing comprehensive responses and negating significant consequences
- Navigated Large Government Contractors through Federal Government investigations to include formal responses, addressing findings and developing testimonial strategies which resulted in no judgment against the entities
- Developed and executed strategies to minimize risk and maintain compliance with Government regulations

Negotiation Support Services

- Negotiated three multi-million dollar IDIQs across Department of Defense and Executive agencies to sustain over 90% market share in the Radio and Telecommunications industry
- Established and leveraged discount structures based upon commercial sales practices
- Performed risk analysis to support negotiation strategies and mitigate corporate exposure
- Excellent customer-facing skills at direct line and executive levels resulting in profitable discounts and multi-year contract sustainability

Representative Engagements

- Effort - Identified contracts and compliance risks for a large Department of Defense Government Contractor in the chemical and biological detection industry whose contract revenues exceed \$100M

Benefit - Delivered recommendations and guidance to mitigate risks associated with non-compliance under the Federal Government Acquisition Regulations (FARS)

- Effort - Identified weak systemic business practices for a large Government Contractor

Benefit - Developed comprehensive compliance plans to align business practices (policy, procedures, training and implementation) to meet U.S. Government regulations

- Effort - Provided Contract Management and Consultation for a small Government Contractor in the medical research industry through grant funding from the National Institute of Health

Benefit – Increased Government grant funding by developing a management plan to expand research sites and increasing small business revenues

- Effort - Provided a detailed analysis of cost and discount structures and Commercial Sales Practices (CSP) for a large Government Contractor in the Radio, Telecommunications and IT Integration Services industry

Benefit - Increased corporate profitability on multi-million dollar annual revenues to Pre-Tax-Profit (PTP) exceeding 50%

- Effort - Provided financial management reporting and consultation

Benefit – Developed efficient and cost-effective methodologies for the execution of cost containment, pre-tax profit and discounting practices for a large Government Contractor exceeding 50% margin over 10 year span