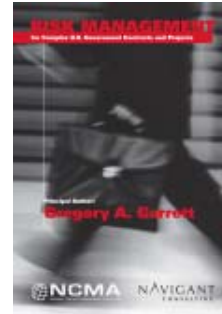


Value, Qualifications and Accomplishments

for Eric Esperne, JD, CPCM
Principal, James River Consulting LLC

Value Delivered to My Clients

- I provide you with everything—from world class, expert contracts management; to skillfully interfacing with internal stakeholders, customers, and suppliers; to staffing your day-to-day contracts management activities—using a menu of value based hourly rates
- I work with existing corporate and government contracting staff to transfer knowledge and build internal competencies that increase both organizational and personal value
- I serve as a “fresh face” who walks into bogged down negotiations, contract performance disputes and rough internal stakeholder relationships
- I plan and perform fixed price projects to reduce cost and raise quality in your existing contracting processes using standard contracts libraries, CM maturity models, Lean Six Sigma principles, electronic contracts, and CM document management systems
- I offer a scarce, niche resource for professional contracts management, on an as needed basis, at lower cost than traditional sources
- Principles of trust, confidentiality, loyalty, pride in work and passion for excellence not only mean something to me, they are why I do what I do



I have authored chapters in these recently published, ground-breaking books on contracts risk management and the future of contracts management in corporations and government. Currently I am helping to author the official Book of Knowledge for the International Association for Contract and Commercial Management (IACCM).

Continued on other side

CAREER HIGHLIGHTS

- 15 plus years working in services and technology contracts
- Lead contracts attorney for some of the first ever Web hosting, ASP, data network technologies, peering and other Internet contracts during the Dot Com Boom
- Procurement department representative in \$8 billion, 10 year outsourcing deal
- Lead contracts management attorney for all Y2K remediation for multi-national telecom
- Negotiator and manager of hundreds of inbound software licenses and services contracts, and developer of numerous outbound on-premise and SaaS software licenses

	Commercial	Government
Buy Side	✓	✓
Sell Side	✓	✓

CONTRACT EXPERIENCE

- Author of initial standard contracts library for Washington Fast 50 government contractor
- Advisor to Federal government agencies and armed services contracting organizations including the first ever civilian IT services contract to use performance measures (precursor to Performance Based Acquisition)

EDUCATION AND CERTIFICATIONS

- NCMA Certified Professional Contract Manager (CPCM)
- Virginia State Bar License (In Good Standing)
- Coursework, MS, Drexel University
- Coursework, LLM, Georgetown University Law Center
- JD, American University, Washington College of Law
- BA, Northwestern University



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