



Government Acquisition Support and Contract Management Services

About Us

James River Consulting LLC is a registered small disadvantaged business providing consulting services in contract management, acquisition planning, source selection, performance-based acquisition management, and acquisition best practices research and development.

What We Offer Federal Agencies and Contractors Our service offerings for **Federal Agency customers** include:

- ◆ RFIs, Statements of Work and Task Order Preparation and Management
- ◆ Best Value Award of Complex Services Contracts including Evaluation Factor Development and Proposal Evaluation
- ◆ Performance-based Acquisition Management including SOOs/PWSs, Quality Assurance Surveillance Plans, Governance, Risk Management, Performance Monitoring, Change Order Management, and Incentives
- ◆ Acquisition Support for Information Technology, SaaS/Cloud Computing, Management and Professional Services
- ◆ Acquisition Support for GSA FSS Consulting and Other Services
- ◆ Acquisition Regulation and Best Practices Research, Advice and Interpretation

Our service offerings for **Contractors** include:

- ◆ Subcontract and Teaming Agreement Negotiation and Management
- ◆ Subcontract Consent Support
- ◆ Prime Contract and Task Order Administration
- ◆ FAR Research and Advice
- ◆ Contract Management Operations Maturity Modeling
- ◆ Proposal Compliance, Proposal Risk Management and Proposal Review
- ◆ Disputes
- ◆ SaaS/Cloud Computing Offerings





James River Consulting

Better IT & Services Contracting
www.jamesriverllc.com

A professional services firm specializing in IT and business services contracts, acquisition planning and support, complex services, SaaS/Cloud, contracts business processes, and contracts management staffing

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Specialization and Innovation James River specializes in long term, complex services and outsourcing (information technology, management), as well as in Software-as-a-Service (SaaS) and Cloud Computing, including GSA's Apps.gov.

FEDERAL ACQUISITION FRAMEWORK for Complex IT & Management Services

- FAR
- OFPP
- GSA
- GAO

INNOVATION & EXPERTISE DRIVING VALUE

INDUSTRY BEST PRACTICES for Complex IT & Management Services

- Commercial Terms
- Structured Negotiation & Value Trading
- Governance
- Benchmarking
- Others

We stay on top of the latest developments in acquisition regulations and policies and on emerging best practices from sources such as the Office of Federal Procurement Policy (OFPP), the Defense Acquisition University (DAU) Acquisition Center of Excellence (ACE), and Carnegie Mellon's Software Engineering Institute (SEI) and IT Services Qualification Center (ITSqc), as well as professional associations like NCMA, ISM and IACCM.

What Makes James River Different Our company is not afraid to perform services on a firm fixed price or award fee basis. For contractors, we offer "on demand" contract management staff augmentation, as little or as much as needed, using value-based pricing, fixed project pricing, and retainers. Our business is completely transparent, guaranteeing against potential organizational or consultant conflicts of interest.

Schedule an Office Visit We invite you to contact us for a no-charge, no sales pitch visit at your offices.



Eric Esperne, JD, CPCM, President of James River Consulting, has 15 plus years experience as a senior in-house contracts attorney, director of contracts, strategic sourcing analyst, and consultant. Eric has worked for Government contractors in the Washington, DC, area, and for multi-national telecommunications corporations. In the mid 1990's Eric worked as a trusted acquisition advisor to Federal agencies, and was involved in some of the first performance-based acquisition initiatives in the Federal government. Eric is widely published in contract management magazines and has authored a chapter on risk management for outsourcing and other long term, complex services contracts in the book Greg Garrett, Risk Management for Complex U.S. Government Contracts & Projects (Ashburn, VA. National Contract Management Association).