

Carrie Ann Longo

Proposal Manager & Pricing Proposal Consultant

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Chameleon
Technology
Partners

PROFILE

Carrie Longo has provided over 15 years of combined DOD and Federal/Civil proposal management & contracts support. This emphasis has allowed key acquisition for small to very large mission critical professional services in the market spaces. In addition, Carrie's relevant experiences include export policy and compliance support to numerous programs.

PROFESSIONAL EXPERIENCE

- Knowledgeable and highly qualified professional, with proven track record of success in proposal management and cost volumes to winning Federal/Civil Request for Proposals (RFP) submissions.
- Experienced with the formal RFP process. Has developed and implemented a pricing process which has ensured a timely, accurate, and compliant proposal response.
- Providing color reviews and contract compliance with applicable FAR, DFARS, government requirements, and company policies/procedures.
- Lead the proposal process in gathering information to ensure the most efficient services and materials are being bid to maximize profitability.
- Exceptional mastery of government contracting methods and contract types related to pre-award and post-award functions to perform well-defined and precedent contract actions, that require specialized knowledge of federal contract administration policy, procedures, and evaluation methods sufficient to coordinate and monitor performance on complex, long-term contracts.

CAPABILITIES & COMPETENCIES

Proposal Management	Assist the Capture Team Leader in managing and directing all proposal efforts and personnel Participate in the development and review of proposal strategies Assist in analyzing the bid requirements against the proposal outline to ensure both compliance and responsiveness to the customer's issues and needs Conduct regular proposal progress status meetings and maintain the proposal schedule Work with the Volume Leaders to ensure inter-volume compatibility is achieved Develop a Color Team plan for the interim and final internal review and evaluation
Pricing/Cost Volume Management	Provided winning BOE support, labor category analysis/strategies, and pricing to secure a win for a small business which allowed them to continue their research & development Pricing Accuracy & Compliance Bottoms-up Level of Effort (LOE) Estimates Labor Category and Descriptions Price Build-ups/Labor Rate Justification (Cost Volume) Exhibits Leadership & Time Management to ensure an efficient, compliant and timely submission Knowledge of Microsoft Office applications
Contracts Management	Color Review support; FAR & DFARS Compliance Develop Terms and Compliance section response criteria Evaluation, Negotiation and Execution of various business and contractual agreements Provide guidance & training to program managers in contracting practices & procedures
Export Policy & Compliance	Reviewed solicitation & provided guidance to the proposal team to ensure compliance with export control laws and regulations Reviewed denied party screening activities and clearance of intellectual property and materials where threats can impede Program Management delivery success Examine and determine applicable export classifications, jurisdictions and exemptions where applicable when preparing and applying for export licenses throughout proposal process & life of contract

MILESTONES

Agency	Procurement	Est. Value	Contract Type	Outcome
US Joint Staff	Joint Force Development	\$876.9M	IDIQ	Win
USTRANSCOM	Joint Enabling Capabilities Command (JECC)	\$21M	IDIQ	Win
US Joint Staff	Joint Systems Integration Center (JSIC)	\$90M	IDIQ	Win
Office of Naval Research	BNNT for Navy Applications	\$223K	BAA	Win
DOE	High Speed Photon & BNNT Detector	\$1.1M	SBIR	Loss
DH&HS	Substance Abuse & Mental Health Services Administration IDIQ (SAMHSA)	\$1.2B	IDIQ	Win
Jet Propulsion Laboratory	Institutional Computing Environment (ICE)	\$200M	T&M/FFP	Final Down Select

PROFESSIONAL EXPERIENCE

CHAMELEON TECHNOLOGY PARTNERS (CTP), Herndon, VA Sep 2016 – Present

PRICING PROPOSAL CONSULTANT AND CONTRACTS MANAGER

- Directed cross-functional teams in preparing qualifications, technical responses, and cost estimates in response to RFPs for both commercial and government clients. Evaluated proposal content requirements and managed deliverables. Utilized formal processes for preparing proposals, to ensure all deliverables were compliant to FAR bidding specifications, completed in a timely manner, and reviewed for proper management approval
- Perform proposal development pricing and BOE development
- Provide cost volume recommendations and feedback on government opportunities
- Developed the company proposal process to guarantee a timely, accurate, and compliant proposal response
- Support capture management; strategic teaming, contract criteria analysis, labor category analysis & rate buildups
- Ability to work effectively with cross-functional teams and to collaborate with stakeholders
- Contracts management; negotiate and administer various contract agreements

BNNT, LLC, Newport News, VA May 2015 – Aug 2016

BUSINESS MANAGER

- Laid the foundation to market and develop the pricing strategy implemented on all proposals
- Proposal management supporting SBIR and small business RFP response
- A disciplined pricing and marketing strategy was then implemented to win additional DOD SBIR funding
- Facilitated the pricing proposal process to include; cost accuracy, subcontractor and vendor pricing, technical editing, and proposal compliance
- Negotiated and administered various business and contractual agreements with customers and strategic partners
- Established Defense Contract Audit Agency (DCAA) compliance for the company
Facilitated communications with highly diverse customers, vendors and business relations that range from local, national, and international customers

GENERAL DYNAMICS – INFORMATION TECHNOLOGY, INC., Suffolk, VA Jan 2000 – May 2015

CONTRACTS MANAGER & EXPORT COMPLIANCE COORDINATOR

- Contribute in proposal activities, to include contracts and subcontracts planning, negotiations, awards, modifications and through the closeout process
- Won multi-million dollar contracts with new and existing customers by responding to all inquiries in a timely manner, making customer satisfaction top priority. Built and strengthened diverse and productive relationships, displayed the highest standards of integrity. Gained the trust and respect of internal and external customers alike.
- Collaborated with Empowered Official to ensure EAR & ITAR compliance and provide import/export administration and control within government rules and regulations. These controls are intended to protect U.S. economic interests and foreign policy, as well as to prevent the acquisition of technologies and technical data/information by parties hostile to the U.S.

EDUCATION & OTHER STRENGTHS

B.S. IN BUSINESS ADMINISTRATION-INTERNATIONAL BUSINESS, FINANCE & MARKETING; City University of Seattle

TWENTYEIGHTY STRATEGY EXECUTION; Contract Pricing

SHIPLEY ASSOCIATES; Managing Federal Proposals

VOLUNTEER Newport News YMCA Bright Beginnings '09-'12, Board Member/Mission Development Committee '09-'10

MEMBERSHIP: Women in Defense, April 2017 – Present

SECURITY CLEARANCE: Top Secret, **CITIZENSHIP:** U.S. Citizen