

## Government Contract Consulting Services

Victura Consulting is a management consulting firm focused on assisting companies to successfully perform contracts with the U.S. Government.

Our professionals assist companies to address the extensive accounting, pricing, and billing regulations associated with federal government contracts.

Our senior management team has over 30 years of experience advising both established government contractors and commercial companies pursuing their first contract. With our team of experienced professionals and comprehensive portfolio of services, our firm is uniquely equipped to help organizations navigate through opportunities and issues that may arise in any stage of the government contracting process.



Our team supports clients ranging from large public corporations to small private businesses across a wide breadth of industries. Our experience and expertise allows us to provide valuable insight and practical business advice to our clients, helping them to successfully and profitably operate in this complex and unique marketplace.

### Subject Matter Expertise

- Federal Acquisition Regulation (FAR)
- FAR Agency Supplements (e.g., DFARS, GSAM, HHSAR, VAAR)
- Cost Accounting Standards (CAS)
- Truthful Cost or Pricing Data (formerly, TINA)
- VA & GSA Multiple Award Schedule Contracts
- Internal Control Design & Implementation
- Change Order Claims
- Contract Termination Claims
- Qui Tam Actions

### Service Offerings\*

- Bid & Proposal Preparation
- CAS Disclosure Statement Preparation
- Cost Accounting Structure Design
- Incurred Cost Submissions
- DCAA & OIG Audit Support
- New Contractor Assistance
- Price Reduction Clause Compliance Assistance
- Trade Agreements Act Compliance Assistance
- Change Order & Termination Claims
- Contract Accounting & Billing Outsourcing

### Industries Served\*

- Aerospace & Defense Manufacturers
- Architecture & Engineering
- Construction Services
- Commercial Real Estate
- Energy & Infrastructure
- Engineering Testing Laboratories
- Health Insurers
- Market Research Firms
- Medical Device Manufacturers
- Office Furniture and Equipment
- Pharmaceuticals
- Professional Services
- Telecommunications

**\* This list is not all inclusive**

For more information regarding Victura Consulting's services please visit our website at [www.VicturaConsulting.com](http://www.VicturaConsulting.com) or contact one of the following individuals:

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## New Contractor Assistance

We have assisted companies entering the government contracting marketplace for the first time in understanding, prioritizing, and managing the complex regulations that govern contracts with the U.S. Government.

Some of the services we provide to new contractors include (not-all-inclusive):

- FAR & CAS compliance assistance
- Cost accounting structure design, development, and implementation
- Unallowable cost identification
- CAS Disclosure Statement preparation
- System for Award Management (SAM) registration assistance
- Training Programs:
  - Procurement Process
  - Regulatory Compliance
  - Cost Accounting
  - Commercial Item Contracting

## Contract Administration & Compliance

We assist contractors with virtually all aspects of ongoing contract administration, including (not-all-inclusive):

- Contract accounting outsourcing
- Change order management
- Request for Equitable Adjustment (REA) Preparation
- Incurred Cost Submissions (ICS) preparation
- Forward Pricing Rate Proposal (FPRP) Preparation
- Defense Contract Audit Agency (DCAA) and Office of the Inspector General (OIG) audit assistance
- Subcontractor administration support
- Development & enhancement of policies and procedures
- Accounting software implementation assistance

## Proposal Preparation Assistance

Since 2005, our professionals have assisted clients in the preparation of proposals resulting in new government contract awards in excess of \$25 billion. These contracts vary in size from tens of millions of dollars to multi-billion dollar contracts.

In this unique procurement process, it is critical to generate proposals that comply with the applicable regulations and solicitation requirements and will withstand the scrutiny of a bid protest.

We view the proposal preparation process as three distinct phases. We can assist companies through any or all of these phases:

### *Phase 1 – Organizational Compliance Assessment & Preparation*

We assist our clients to assess the ability to comply with the applicable regulations (e.g., FAR, CAS, etc.) and contractual requirements and identify the steps necessary to address any compliance gaps (e.g., implement timekeeping systems, design cost accounting structures, prepare CAS Disclosure Statements, etc.)

### *Phase 2 – Pre-RFP Strategic Planning & Competitive Assessments*

Contractors need to have technical and operational solutions, as well as pricing strategies developed prior to issuance of the RFP. We assist our clients to identify all contractual requirements of the RFP, to identify deliverables, to assess strategic partnerships and subcontractor relationships, and to identify new processes and techniques to increase organizational competitiveness.

### *Phase 3 – Post RFP Proposal Preparation*

We assist our clients to solidify the pricing that mirrors the technical proposal solution and finalize the proposal deliverables. This includes the preparation of Basis of Estimate Narratives, Price Reasonableness Narratives, and/or Cost Realism Narratives which are critical to a successful proposal.

## Claims, Disputes, Investigations & Forensic Accounting Services

Federal government contracts inherently carry greater risk for claims, disputes, and investigations due to the unique requirements and regulations. We have assisted clients resolve these matters by:

- Providing strategic and analytical support during government audits and negotiations
- Assisting in the development and preparation of claims for contract change orders, delay and disruption, contract terminations, etc.
- Working with internal or external counsel to support you in the following types of matters:
  - Qui tam litigation
  - Contract performance disputes
  - Voluntary disclosures of potential contract issues to the Government
  - Defective cost or pricing data

## GSA / VA Multiple Award Schedule Contract Assistance

We have assisted contractors across many industries to successfully manage their compliance with MAS and FSS contracts. Our services include:

- Proposal Assistance
- Post-Award Admin. & Disclosures
  - Price Reduction Clause Monitoring
  - Trade Agreements Act Compliance
  - Industrial Funding Fee Administration
- Audit, Dispute, or Investigation Response and Rebuttal