



THINK
ACQUISITION

THINK ACQUISITION CAPABILITIES BRIEFING



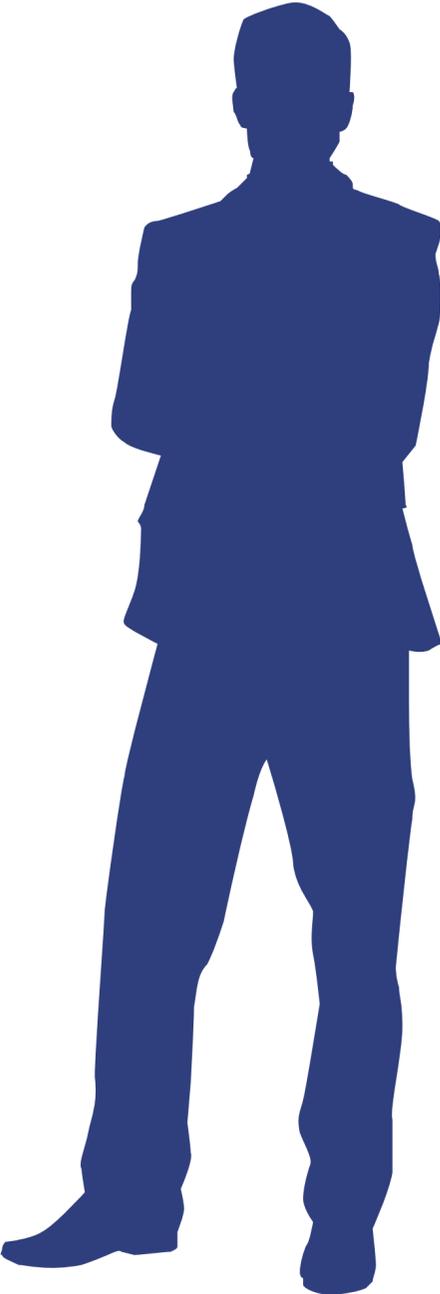


WHO IS THINK ACQUISITION!

THINK Acquisition is an independent consulting, training and development firm focused on increasing the effectiveness of federal government teams and individuals in the areas of acquisition, contracting, leadership, administrative and program management. We deliver value through experiential learning and demonstrated expertise.

William Randolph

Federal Procurement Experience



	1995-2004 Naval Sea Systems Command (NAVSEA)			Served as Team Leader for SEA 0266 Contracts Branch
	2004-2009 Marine Corps Systems Command (MARCOSYSCOM)			Served as Chief of the Contracting Office (CCO) & Competition Advocate for the Head of Contracting Activity
	2009-2010 Department of Homeland Security (DHS)			Served as Director of Procurement Audit, Oversight & Support
	2010-2013 Department of Homeland Security (DHS)			Served as Director of Acquisition Management & Head of Contracting Activity
	2013-2016 Department of Homeland Security (DHS)			Served as Assistant Director of Operations Support Division (OSD)

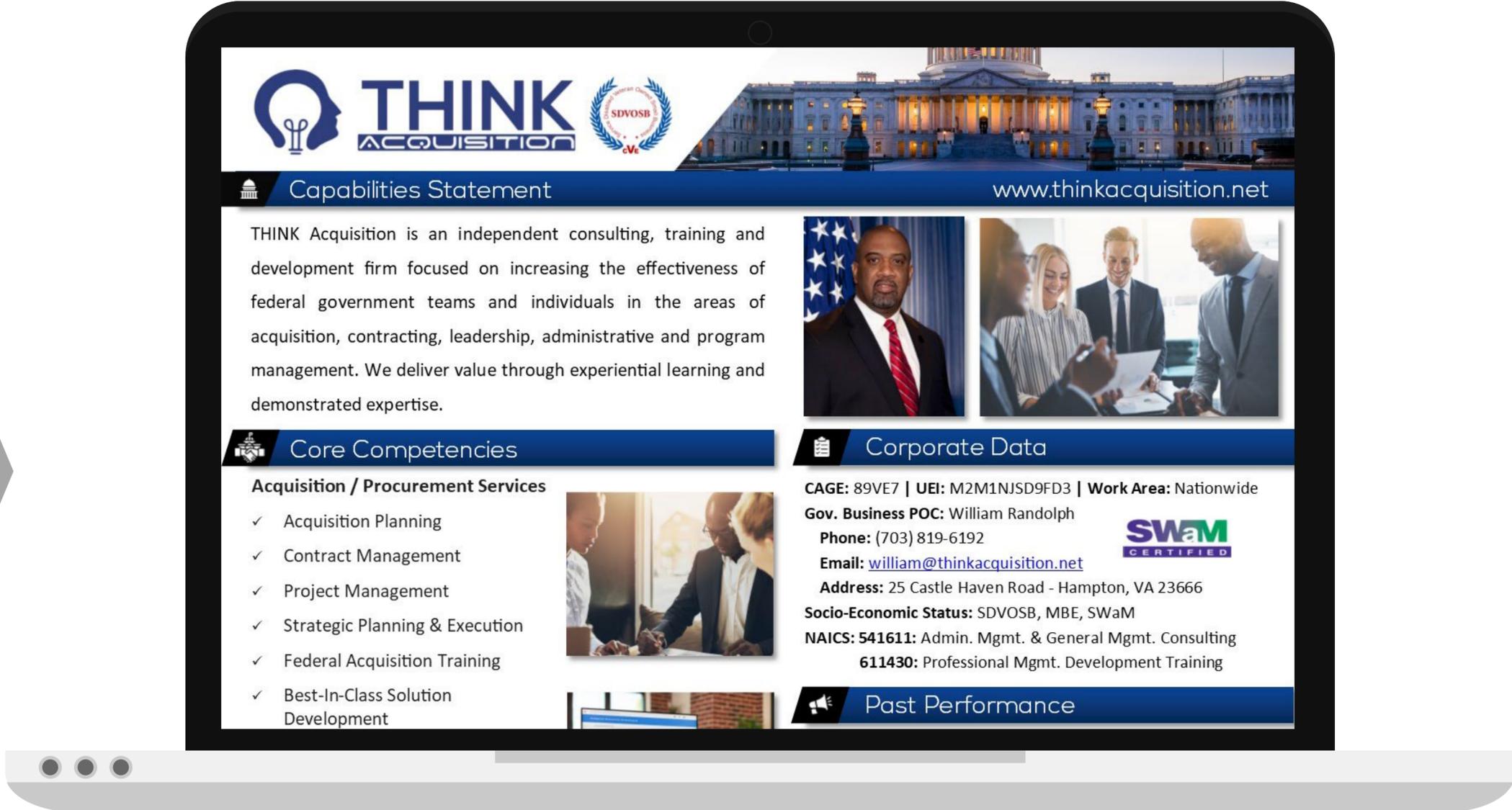
WHY Think Acquisition?

Over 26 Years of Experience

 Trusted Acquisition Professional charged with training and development of generations of newly hired contracting interns.

 Multiple Awards with various agencies such as the Washington Headquarters Service and U.S. Coast Guard.

 A variety of Workshop Capabilities, Training & Development Services, and Acquisition Planning Services Available.





ACQUISITION / PROCUREMENT SERVICES

- ✓ Acquisition Planning
- ✓ Contract Management
- ✓ Project Management
- ✓ Strategic Planning & Execution
- ✓ Federal Acquisition Training
- ✓ Best-In-Class Solution Development
- ✓ Data Analysis
- ✓ Predictive Data Modeling
- ✓ Efficiency Modeling
- ✓ Effectiveness Modeling

WORKSHOP CAPABILITIES

- ✓ Contracts Management and Procurement Execution
- ✓ Leadership and Workforce Development
- ✓ Soft Skill Development and Coaching
- ✓ Transformational Leadership
- ✓ DISC Workplace Behavioral Assessments and Coaching
- ✓ Federal Acquisition Regulations System & Guiding Principles
- ✓ Market Research Strategies
- ✓ Purchase Requests (PR) Processes
- ✓ Performance-Based Requirements Definition
 - SOW vs. SOO vs. PWS
- ✓ Independent Government Cost Estimates (IGCE)
- ✓ High Performance Teams
- ✓ COR Training and Refreshers

TRAINING & DEVELOPMENT

- ✓ Leadership Development
- ✓ High Performance Teambuilding
- ✓ Personnel Development
- ✓ Executive Coaching



PAST PERFORMANCE



Washington Headquarters Service

DATES: 2020-2021

VALUE: \$460,000

DETAILS: Contracting Acceleration Program

P-Card Contracts: Over \$82,000 from 2020-Current

U.S. Coast Guard

DATES: 2019

VALUE: \$7.5k

DETAILS: Emerging Leader Training (USCG Civilians)

P-Card Contracts: Over \$82,000 from 2020-Current