



## Capabilities Statement

www.thinkacquisition.net

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.



## Core Competencies

### 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



### Training & Development Services

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



## Differentiators

- 26 Years of experience in procurement, acquisition and program management
- Former Head of Contracting Activity
- [Senior Procurement Executive \(SES\)](#)
- Trusted acquisition professional charged with training and development of generations of newly hired contracting interns regarding acquisition methodology, and contracting strategy, processes and techniques

## Corporate Data

**CAGE:** 89VE7 | **UEI:** M2M1NJS9FD3 | **Work Area:** Nationwide  
**Gov. Business POC:** William Randolph  
**Phone:** (703) 819-6192  
**Email:** [william@thinkacquisition.net](mailto:william@thinkacquisition.net)  
**Address:** 25 Castle Haven Road - Hampton, VA 23666  
**Socio-Economic Status:** SDVOSB, MBE, SWaM  
**NAICS: 541611:** Admin. Mgmt. & General Mgmt. Consulting  
**611430:** Professional Mgmt. Development Training



## Past Performance



**Department of Defense**  
 Washington HQ Service  
**Date(s):** 2020-2021 | **Value:** \$460,000+  
**Details:** Contracting Acceleration Program  
**FPDS.gov:** [Washington Headquarters Service](#)  
**P-Card Contracts:** Over \$82k from 2020-Current



**Department of Homeland Security**  
 U.S. Coast Guard  
**Date(s):** 2019 | **Value:** \$7.5k  
**Details:** Emerging Leader Training (USCG Civilians)  
**FPDS.gov:** [U.S. Coast Guard](#)  
**P-Card Contracts:** Over \$82k from 2020-Current

## 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