



JA White

Federal Procurement, Compliance
and Supply Chain Consulting



COMPANY
OVERVIEW
AND
CORE
CAPABILITIES



Company Profile

As a leading Government Contracting, Compliance and Supply Chain Consulting firm, J.A. White & Associates, Inc. combines deep functional industry experience with flexible engagement models. Our Subject Matter Experts seek to understand our client's requirements against the current legal and regulatory environment, marketplace best practices and business trends.

With over 140 successful Contractor Purchasing System Reviews (CPSR) and an unprecedented track record, we tailor advisory services to Prime Contractors and Subcontractors which mitigate compliance and financial risks, leverage technology and optimize policy and procedures for effective expenditures of Government funds.

Through corporate offices in Columbia, SC and Washington, DC, where our chief executives are based, we support clients in the United States, Middle East, state and local government, overseas, in war zones, and in the wake of natural disasters.

Classification: Small, Disadvantaged; 8(a) Graduated

Federal Tax ID#: 57-1115658

DUNS: 17-196-7292

CAGE Code: 3B5C6



Why Our Firm?

Our subject matter experts' value long term relationships ahead of short-term revenue and are dedicated to our customers. We provide guidance on existing and emerging technology, new business models, and deliver value and innovation to keep our clients at the forefront of mission delivery. To best serve our customers, J.A. White & Associates, Inc has the following professionals on staff:

- ❑ Former Contracting Professionals from the Army, Navy, Air Force and Marine Corps with Procurement expertise in all types of DoD contracting. (Pre-Award, Post-Award and Close Out within the United States and Overseas).
- ❑ Credentialed Contracting Officers, Contract Administrators, Contract Specialists, Contract Negotiators, Close-Out Specialists, Clerks, and Program Managers from the private and public sectors with many years of hands-on experience.
- ❑ Skilled Practitioners who understand acquisition strategy, policy and management.
- ❑ Professional Instructors and Subject Matter Experts who can help evaluate your contracting environment in terms of legislative compliance, vulnerability, policy compliance and training.

Company Leadership

CEO and Founder of J.A. White & Associates, Inc., Jeffery White has over 35 years of supply management experience in the private and public sectors.

Focus Areas: supplier financial management, procurement risk management, procurement compliance training, and the development of supply management policies and procedures for government agencies, manufacturing plants, service organizations, and suppliers across the United States and Middle East.

White is a noted US and International speaker for organizations such as the Institute of Supply Management (ISM), the National Institute of Governmental Purchasing (NIGP), the National Contract Management Association (NCMA) and other Procurement organizations.

White's work, the development and teaching of the web-based Course, "Fundamentals of Purchasing", earned him the ASAE Education Award of Excellence for Technology-Based Education Programs.

As a former adjunct professor at Pennsylvania State, White served as an instructor with George Washington University and as an annual speaker at National Contract Management Association's (NCMA) World Congress teaching courses in Project Management, Contract and Subcontract Administration.



Jeffery A. White, C.P.M.
President/ CEO

Company Leadership

Jeffrey R. Rankin is Vice President of Operations with a focus on client project management, bid acquisitions, domestic and international consultants and business development across J.A. White & Associates, Inc.

As executive management with over 30 years of experience, Rankin executes all aspects of the company's internal strategy and related responsibilities. He provides direction to the IT department and communicates with customers and suppliers on innovative solutions that contributes to value delivery, user experience and risk management.

Rankin is a subject matter expert in the area of Contract and Program Management, OCI, procurement systems, regulatory compliance, compliance for the Special Operations Command of the U.S. Military and as the Director of U.S. Government and International contracts.

Jeffrey Rankin is located in our Washington, DC office and solves the toughest problems in Procurement to meet the evolving needs of our customers worldwide.




Jeffrey R. Rankin
Vice President of Operations



Company Leadership

Casandra C. White

Vice President of Small Business Solutions & Media Development



White's experience provides a background for teaching small businesses how to compete with larger companies in the federal market, how to position themselves for prime awards, and how to maintain Government compliance. With a heart for small business concerns, White applies a firm knowledge of cradle to grave acquisitions, legal procedures, negotiation, and regulations in order to improve profitability.

With over 20 years of Procurement and Subcontract Management experience, White previously served as the Small Business Advocate during her tenure at Northrop Grumman and BAE Systems.

In addition to small business responsibilities, White specializes in the management of all media platforms, including programming, content uploads, and trend reporting.

Stephen Hall

General Counsel

As General Counsel, Hall earned his J.D. from The University of South Carolina School of Law in 1999. He is licensed in South Carolina with a skill set only matched by his devoted work ethic.

Hall is a subject matter expert in regulatory compliance within the federal and state levels. Government regulations control business activities and are the focus of regulatory law. Hall monitors the ever-changing regulatory landscape and advises clients on how to address these changes from a strategic and a legal perspective.

Formerly, Hall practiced private law for 14 years. He successfully represented plaintiffs and defendants in state and federal court. His primary focus was complex insurance cases, government agency cases and regulatory compliance.



CORE SERVICES



**Contractor Purchasing
System Review (CPSR)**



**Government
Contracting
Solutions**



**Recruiting and
Staffing Support**



**Small Business
Solutions**



**Custom Training
and Webinars**

CORE SERVICE: Contractor Purchasing System Review (CPSR)

- **CPSR OVERVIEW**

With over 140 CPSR's and a 100% successful track record, we offer a tailored line of advisory services in CPSR Procurement System Compliance. Subject Matter Experts perform Mock CPSR's under DCMA guidelines, provide guidance on adequate purchasing system requirements, monitor an approved system, support clients during government audits, respond to the government on behalf of our client and conduct CPSR Target Training.

- **OUR APPROACH**

As an industry leader in CPSR consulting, we combine proactive techniques and practical CPSR experience to project CPSR audit trends. Our past success is attributed to consistently exceeding our most demanding clients' expectations.

- **CPSR TARGET TRAINING**

As a part of our Implementation and Sustainment Phases, we provide custom training. Through discussions and participative methodology, subject matter expert, Jeffery White, provides insight into the requirements of an adequate purchasing system, monitors an approved system, and responds to a purchasing system review.

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CORE SERVICE: CPSR Four Phases of Success



PHASE 1 : RISK ASSESSMENT-

Comprehensive review of policies, procedures, systems, processes, file documentation and department staff. Identify potential weaknesses that could impact business operations and company costs.

PHASE 2: CORRECTIVE ACTION-

Development of CPSR success plan. Address weaknesses identified during risk assessment. Corrective action will detail any weakness identified and specific steps to rectify.

PHASE 3: IMPLEMENT –

Hands on support: Government Pre-CPSR data request and Pre-CPSR kickoff preparation, to receipt of system approval letter. Critical phase engages the appropriate department resources, develops procurement policies, procedures and applicable forms. Target training for management and staff.

PHASE 4: SUSTAINMENT-

Solutions that will assist your organization to sustain long term CPSR compliant processes. Management must continually adapt its policies and procedures to manage changing risks.



CORE SERVICE: Government Contracting

PROCUREMENT COMPLIANCE

- Smart Forms
- Policy and Procedure Development
- Bid & Proposal Preparation
- Pre-CPSR Review
- Benchmarking
- Custom FAR Training
- Custom Training Solutions

PROCUREMENT TRAINING

- Strategic Purchasing Management
- Cost and Price Analysis
- Strategic Supplier Alliances
- Benchmarking Purchasing Performance
- Expanded Fundamentals of Purchasing

REGULATORY COMPLIANCE

- Changes for Federal Contractors

SUPPLIER FINANCIAL MANAGEMENT

- Supplier Financial Reviews
- Progress Payment System Reviews
- Cost and Price Analysis Software
- Close-out Audits of Cost Type Contracts
- Progress Payment
- Milestone Billing Audits
- Supplier Financial Capabilities Analysis
- Supplier Financial Risk Management

AUDIT SOFTWARE

- Audit Management Software
- Reduce Costs and Identify Risks

CORE SERVICE:

Small Business Solutions

HOW WE CAN HELP

We strive to make the transition of navigating federal government contracting a little easier.

This transition can often become frustrating, and the wrong decision can be a costly one. Management's experience will teach small businesses how to compete with larger companies and how to position themselves for prime awards.

SOLUTIONS

We've seen the rapidly growing need for small business solutions.

Subject matter experts are knowledgeable from CPSR readiness, cradle to grave contract and subcontract management and compliance. Our teams offer solutions, Smart Forms and custom support packages for all financial levels.

CUSTOM SERVICES

- CPSR Readiness
- Bid & Proposal Preparation
- NDA, Teaming, and Agreement Negotiation
- Subcontract and Contract Management
- CPSR Preparation
- Supply Chain Management
- FAR and DFARS Training
- Procurement Training
- Legal Review
- Procurement Policy
- Government Audit Support

CORE SERVICE:

Recruiting and Staffing Services



Contingent and Permanent Solutions

Our Staffing Support Services is dedicated to recruitment, screening and subsequent placement of Procurement, Contract Administration, Finance and Technical professionals.

We develop a strategic partnership to provide staffing support, transition management, security clearance processing and full-cycle OCONUS deployment to make your staffing process more effective.

Contract-to-Hire: Traditional services with the option to hire permanently.

Direct Placement: We assume all responsibility for recruiting and screening candidates.

Contract Hire: Short-term, seasonal, high-volume and niche contract requirements

CORE SERVICE:

Custom Training and Webinars

We believe in empowering our clients with the tools and resources to maintain the highest level of government compliance and tailor courses to meet the needs of your company, agency or department. Whether you are with a prime contractor, government agency, non-profit, or subcontractor, procurement target training gives clients the knowledge and hard skills needed to succeed.

The benefits of target training are:

- Flexible Delivery via Instructor Led or Webcast
- Customized Content to meet Requirements
- Cost Savings with Employee Travel
- Interactive Ability with Subject Matter Experts





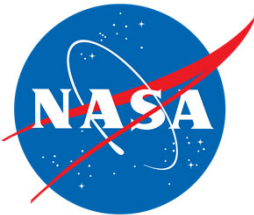
GENERAL DYNAMICS



Grant Thornton



BlueCross BlueShield



Booz | Allen | Hamilton



Our Clients



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Additional Information