



WILLIAM C. RANDOLPH

CONSULTANT - SPEAKER - TRAINER

OVERVIEW

Former SES procurement executive leveraging over 26 years of acquisition experience helping leaders and acquisition teams master the execution and delivery of 'outcomes-oriented' solutions.

EDUCATION

BACHELOR OF ARTS 1995
Shepherd University, Shepherdstown, WV
Major: in Business Administration
Minor: in Psychology
GPA: 376

NAVY BUSINESS CERTIFICATE 1998
University of Virginia, Darden School of Business
Navy Business Resource Management Certificate

MILITARY SERVICE

UNITED STATES NAVY 1988 - 1993
Honorable Discharge

CERTIFICATIONS

DAWIA LEVEL III **FAC-C LEVEL III**
Contracting 1998 Contracting 2009

KO EXPERIENCE

HOMELAND SECURITY 2009 - 2016
MARCOSYSCOM (MARINES) 2004- 2009
NAVSEA (US NAVY) 1995 - 2004

CONTACT

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WORK EXPERIENCE

FOUNDER/CEO - CONSULTANT - TRAINER - INSTRUCTOR 2019 - Present

THINK Acquisition, LLC

THINK Acquisition is an independent acquisition consulting, training and development firm focused on increasing the individual effectiveness, preparation, and competitiveness of all participants in the federal government acquisition, procurement and small business arena.

Areas of Business Include:

- Training & Development
- Acquisition/Contracting Micro-Consulting
- Government Contracting/Business Development Services

INDEPENDENT SENIOR CONSULTANT 2016 - 2020

ASI Government, LLC

- Provides expert advice and assistance to multiple government agencies (FEMA/FIMA, FRTIB, Department of Commerce, and Department of Education) in the areas of acquisition, program management and contracting activities to re-imagine, plan, execute, deliver and administer high visibility, high priority acquisitions.
- Create, review and deliver training and course facilitation for multiple government agencies and training delivery clients. Provide acquisition thought leadership and assistance to programs in enhanced requirements generation and definition, market research, acquisition milestone support, source selection, contract administration, and policy and enhanced acquisition business practices to advance the acquisition portfolio of government programs.

ASSISTANT DIRECTOR 2013- 2016

Operations Support Division (OSD) - ES-0340-00 (SES)

Dept. Homeland Security (DHS)

Enforcement and Removal Operations (ERO) Executive Program Office

- Effectively planned, directed and managed the mission support business and administrative activities for ICE's largest law enforcement program. Provided expert advice regarding the areas of acquisition, human capital recruitment and development, budget formulation and execution, administrative services, facilities and fleet asset management, physical security, executive correspondence, requirements generation and contract administration.
- Supervised over 75 employees in Washington DC and the states of Maryland, Tennessee and California and oversaw and reviewed the expenditure of appropriated funds and manage a \$3.2 billion annual operating budget comprised of appropriated and multiple fee-based funding sources.

DIRECTOR 2010- 2013

Office of Acquisition Management (OAQ) - ES-1102-00 (SES)

Dept. Homeland Security (DHS)

U.S. Immigration and Customs Enforcement (ICE)

- As the Head of Contracting Activity (HCA) I exercised overall business responsibility, audit review and contracting authority to effectively execute the agency's procurement line of business. Successfully supervised over 200 employees who included civil servants, contracting interns and support contractors in Washington DC, Dallas, TX, Orlando, FL and Laguna Niguel, CA. I effectively led and directed this procurement staff to successfully execute over 8,000 contracting actions totaling over \$2.3 billion in FY2012 in support of the program offices Agency-wide and was on target to exceed that quantity in FY2013.



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KEYNOTE SPEAKER

Game Changer

Slippery Rock, PA

- National Background Investigation Bureau Conference

The Power and Value of Saying Yes

Alexandria, VA

- Washington Headquarters Service

Building an Extraordinary Acquisition Career

Alexandria, VA

- Washington Headquarters Service

High Performance Acquisition Teams

Cleveland, OH

- NCMA World Congress

Creating Effective Contracts & Program Manager Relationships

Cleveland, OH

- NCMA World Congress

Emerging Leader Training

Alexandria, VA

- United States Coast Guard, TISCOM

Transformational Leadership Seminar

Arlington, VA

- Transportation Security Administration, TSOF

Building Contracts & Program Relationships

Crystal City, VA

- NCMA/GCMS

OTHER DIRECT CLIENTS:

- Health & Human Services
- Department of Education
- Immigration and Customs Enforcement

WORK EXPERIENCE (CONTINUED)

DIRECTOR

2009 - 2010

Procurement Audit, Oversight & Support ES-1102-00 (SES)

Dept. Homeland Security (DHS)

Office of the Chief Procurement Officer (OCPO)

- Provided acquisition subject matter expertise to Department senior HO leadership and program personnel within the 22 DHS Components on processes and strategies to successfully plan, source and execute high level, complex acquisition programs and services procurements. I assisted in the formulation of Departmental level procurement policies and directives to carry out the Chief Procurement Officer's policy guidance.

ASSISTANT COMMANDER FOR CONTRACTS

2004- 2009

YC-1102-3 (GS15 Equivalent)

Marine Corps Systems Command (MARCOSYSCOM)

- Served as "Chief of the Contracting Office (CCO)", Senior Contracting Official, Competition Advocate for the Head of the Contracting Activity (HCA) MARCORSYSCOM and Contracting Competency Director for the MARCORSYSCOM Contracts (CT) Directorate. In this role I successfully supervised, mentored and coached over 130 contracting employees who include civil servants, active duty and reservist Marines, Navy contracting interns, along with a 35-member contractor support contingent located across the U.S. (VA, CA & FU). As a result, I successfully led the execution of over 10,400 contracting actions totaling over \$12.1 billion in FY2008 in support of the United States Marine Corps mission.
- **HIGHLIGHT** - In this assignment was honored to be a recipient of the **2008 DEFENSE ACQUISITION EXECUTIVE DAVID PACKARD AWARD** as the senior procurement official of the Joint Mine Resistant Ambush Protective (MRAP) Vehicle Team by the Office of the Secretary of Defense (OSD).

CONTRACTING OFFICER (TEAM LEAD)

1995 - 2004

GS-1102-14

Dept. of the Navy - Naval Sea Systems Command (NAVSEA 026)

Undersea Systems Contracts Div., Special Contracts Branch

- Served as Team Leader for the SEA 0266 Contracts Branch, which included the University Affiliated Research Center (UARC) Contracts Group and the Simplified Acquisition Procurements (SAP) Contracts Group. As Team Lead/Unlimited Warrant Contracting Officer for the UARC Contracts Group, I was responsible for the procurement of research and development (R&D) and specialized engineering services and grants for over 150 NAVSEA and other Department of Defense (DoD) and non-DoD clients. In FY 2001, I managed the award of over 1100 R&D contract actions totaling over \$395M. During my tenure, I awarded follow-on R&D and specialized engineering services contracts for all four laboratories estimated at over \$5.1 billion.

ACHIEVEMENTS

DEFENSE ACQUISITION EXECUTIVE DAVID PACKARD AWARD

2008

Recipient of the Defense Acquisition Executive David Packard Award while serving as the senior procurement official of the Joint Mine Resistant Ambush Protective (MRAP) Vehicle Team by the Secretary of Defense (OSD)