

Joel Emmerich, MBA, JD

Mr. Joel Emmerich is a Senior Government Services Consultant. He is a government contracts management professional with broad experience and technical knowledge in contract management, change order management, procurement re-organization, strategy development, risk assessment, pricing, and IT. Mr. Emmerich has outstanding analytical, written, and verbal skills used to foster internal and external stakeholder participation and collaboration. He is an experienced presenter in leadership briefings with a focus on concise, actionable, explanations and conclusions so executive leadership can be confident in strategically directing the business. He is a trusted advisor offering candid assessments and creative solutions.

Mr. Emmerich's Areas of Expertise:

- Vendor Pre & Post Award Performance Audits
- Procurement Function Analysis and Process Re-Engineering
- Pricing Reasonableness Analyses and Opinions
- ERP Fit Gap Analysis, Requirements Gathering, Drafting ERP Requirements, Scenarios, and RFPs

Public Speaking and Papers Presented:

- Business Processes Reengineering and IT Solution Selection Analysis
- The Coalition for Government Procurement: Building A Solid Federal and State Contracting Foundation
- Examination of Major Obligations in MAS Contracting
- Basis of Award, Disclosure & Reporting, and TAA

Ongoing & Recent Consulting Engagements

- **Metra Regional Transportation Authority, IL**
Quantitative Analysis of Vendor Proposed Change Orders & Drafted Independent Fair & Reasonable Price Determination Reports
- **Oakland Housing Authority, CA**
Led Departmental Workshops, Prepared the Procurement Technical & Functional Analysis, Developed the Business Case for Re-Organization of Procurement Processes and Function
- **IndyGo Bus Mass Transit, IN**
Pre-Solicitation Vendor Performance Evaluations
- **Bay Area Rapid Transit, CA**
Procurement Function and Best Practices Analysis
- **City of Chicago & Public Schools ERP - RFP**
Client Interviews, Business Process Mapping, Client Facing IP Development, Functional Requirement & Scenario Drafting, RFP Statement of Work Drafting
- **Harris County, TX**
Comprehensive Housing Grant Survey
- **50 State Master Contract Survey**
IT, Consulting, and Advisory Services

Mr. Emmerich's professional expertise includes the following:

- Provided \$5-10 million in cost savings options to major commuter rail system through vendor change order analysis.
- Provided major metro transit recommendations for re-solicitation of vendor contracts based on internal post-award vendor performance reviews.
- Re-engineered procurement function for a major metro housing authority to improve productivity, quality of work, and reduced cycle time without increasing the total budget allocation.
- Provided major metro transportation and housing authorities advice and guidance on the application of FAR based price/cost principles.
- Shield clients from audit risks by ensuring compliance with regulatory requirements.
- Developed ERP function requirements for solicitation using advanced functions in Excel Power Query to analyze and transform over two thousand (2000) technical requirements to client specific requirements.
- Drafted the RFP SOW for the City of Chicago ERP solicitation.

Education

Mr. Emmerich received his Master's in Business Administration and his Juris Doctorate from American University in 2008 and 2009, respectively. He received his Honors Bachelor of Arts in Philosophy from Saint Louis University in 2004.