

JOEL N. EMMERICH

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SUMMARY OF QUALIFICATIONS

C-Suite facing government contract management professional who leverages his experience in the public procurement space with broad experience and technical knowledge in strategy development, risk assessment, pricing, developing government solicitations, and vendor responses across a variety of verticals.

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 has worked with a wide range of agencies and contractors to analyze organizational, operational, and technical priorities. Additionally, Mr. Emmerich has worked with vendors to prepare tailored proposals designed to ensure tight alignment with the official procurement document and ancillary sources of procurement insight gleaned from public sources.

Fluent in Spanish.

PROFESSIONAL EXPERIENCE

Founder, Rakobe Inc.

Sept. 2018 – Present

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
- **IndyGo Bus Mass Transit, IN**
Pre-Solicitation Vendor Performance Evaluations
- **Bay Area Rapid Transit, CA**
Procurement Functional and Best Practice Analysis
- **City of Chicago & CPS ERP RFP, IL**
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
- **State Master Contract Survey, USA**
IT, Consulting, and Advisory Services

Senior Managing Consultant, Aronson LLC

Feb 2015-July 2017

Senior Consultant, Deltek - (Acquired by Aronson)

Dec 2012-Feb 2015

Consultant, The Washington Management Group - (Acquired by Deltek)

Nov 2010-Dec 2012

- Awarded over \$3 billion across twenty-two client contracts as the lead consultant and negotiator.
- Managed up to twenty-six client engagements simultaneously across a diverse client portfolio spanning fourteen industries from traditional management consulting to medical equipment manufactures.
- Achieved 106% client retention rate against goal (80%) and delivered 115% of consulting quota.
- Shielded clients from audit risks by managing complex and at times problematic CO and Office of Inspector General relationships by developing and executing negotiation strategies to limit audit scope creep and minimize audit findings.
- Successfully developed an Inspector General audit response and negotiation posture resulting in the settlement of a \$4 million liability for under \$400k.

PROCUREMENT AREAS OF EXPERTISE

- Fair and Reasonable Price Determination
- Price, Cost, and Discounting Negotiations
- Negotiate Contract Award and Renewals
- Developing Risk Mitigation and Compliance Plans
- Drafting Pricing and Discount Disclosures
- Limiting the Scope of Regulatory Audits
- Vendor Performance Reviews
- Change Order Analysis
- Federal Market Research
- Pre/Post Award Audit Support
- Independent Cost Estimate (ICE)

EDUCATION

Master of Business Administration: Management Consulting

American University, Kogod School of Business, December 2009

Presidential Management Fellow

Juris Doctorate

American University, Washington College of Law, 2008

University of Chile Law School, Santiago, Chile 2006

Honors Bachelor of Arts, Philosophy

Saint Louis University, *summa cum laude*, 2004

PUBLIC SPEAKING & PAPERS PRESENTED

- Invited Speaker: 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, TAA & Other Laws
- 3rd Place Finalist: Kogod Gartenhaus Financial Case Competition. Led a team of four MBAs to the finals where we presented a business analysis and turnaround plan to over thirty judges and hundreds of colleagues.
- Registration Waitlist Automation Analysis: A Post-Mortem Analysis of the Implementation of an Organization Wide Information Technology Project. Prepared for The American University Office of Information Technology
- Business Processes Reengineering and IT Solution Selection Analysis. Prepared for The American Council on Education: College Credit Recommendation Service.
- Negotiating NAFTA: Mexico's and the U.S.'s Players, Policy Positions and Negotiation Postures. Presented at the Illinois Conference for Political Science.