



Virginia E. Durbin

Present Organization

Government Contract Solutions, Inc.

Current Position

President

**Professional
Experience and
Background**

Federal Contracting Consultant 1992 to present
Director, Contracts and Pricing, AT&T Federal Systems, 1987- 1992
District Manager, Federal Business Center Staff, AT&T Federal Systems, 1986-1987
District Manager, Civilian Marketing Order and Billing Operations, 1985-1986
Project Manager, Enhanced Network & Systems Integration Division, AT&T, 1982 -1985
Manager, Contract Administration & Special Projects, On-Line Systems, 1976-1982
Supervisory Methods (Procedural) Analyst, 1971 -1974

**Capabilities/
Accomplishments**

Established a successful Federal contract consulting practice that provided in depth contract solutions at the senior management and executive level for both Fortune 500 companies (manufacturing, IT and Accounting firms) and small businesses , and small disadvantaged businesses. Specialties include market strategy, GSA Schedule Contracting, contract risk assessment, contract implementation, and system and operational problem solving. Small Business Subcontracting Plan compliance, preparation, management, and small business outreach programs. Experienced in eSRS reporting issues.

Program Management - managed complete sales cycle of major prototype network application by coordinating Bell Labs developers, federal agency and university users.

Wrote proposals, negotiated and administered computer equipment and service, software development, professional services, telecommunications, contracts with both civilian and military agencies, and responded to DCAA audits. Familiar with Federal and State Procurement Regulations.

Directed restructuring, reorganization, and process reengineering efforts in business operations of ordering, billing, contract management and pricing. Resulted in streamlined functions and a significant reduction in staffing, operating costs, accounts receivables at the same time improving customer relations.

Managed AT&T Federal Systems Contract and Pricing department (120 professionals). Managed Order/Billing Department (150 professionals and non professionals). Had departmental budget authority to \$10 million.

Conducted operational and contract compliance audits with company policies and procedures.

Negotiated \$100-200 million dollar contracts. Maintained constant interface with Federal Agency decision makers during contract performance.

Education

B.A. Clarion State University, 1970 (Political Science) Graduate Courses in Communication, William Paterson College, 1973 ; Graduate Studies in Procurement, Acquisition and Grants Management, American University .