



***Ronald J. Durbin***

**Present Organization**

**Government Contract Solutions, Inc.**

**Current Position**

**Principal, Vice President Client Services**

**Professional Experience and Background**

Federal Contracting Consultant 1983 to present

**Capabilities/ Accomplishments**

Established two successful Federal contract-consulting practices (as one of two principals) that have provided in depth contract solutions at the senior management and executive level for both Fortune 500 companies (Manufacturing, IT and Accounting firms, Engineering, Management Consulting) small businesses, and small disadvantaged businesses. Specialties include pre-award market strategy, GSA Schedule Contracting, post-award problem-solving and business development.

Provided consulting services in the areas of GSA Schedule proposal development, proposal writing, submission, contract management, and post-award contract support.

**Market Research**

Provided Federal Marketplace orientation for over 200 small and medium companies both as one on one consultant and as part of federally funded program to bring small businesses into the Federal Marketplace

Provided Electronic Data Interchange and training to new and prospective Federal Contractors under the GSA Schedule Multiple Award Program. An early proponent of Internet and electronic access to Government procurement opportunities and processes for contractors since the early 1990's, Mr. Durbin exposed dozens of SB's and SME's to the new environments during the Federal Acquisition Streamlining procurement changes, and during the subsequent move of federal procurement to electronic platforms.

**Education**