

DIANNE M. BARWELL

Profile

Dianne Barwell has more than twenty years professional experience in all aspects of large-scale Federal Government contracting efforts, including proposal preparation, negotiation, program and contract management, account development, training, and post award sales and marketing.

Relevant Experience

Ms. Barwell is a Senior Consultant with Suss Consulting, Inc. Her expertise covers a wide range of contract types (e.g., Firm Fixed Price, Indefinite Delivery/Indefinite Quantity, Blanket Purchase Agreements, Lease, Fixed Labor Rate, Cost Plus Fixed Fee, and Cost-Plus Award Fee) and solicitation vehicles (e.g., Request for Quotation, Request for Proposal, Invitation for Bid, and Unsolicited Proposals), with strong emphasis in the General Services Administration (GSA) Multiple Award Schedule program. Ms. Barwell provides guidance and assistance to commercial companies in the following areas in their contracting efforts with the Federal Government.

- Proposal preparation and pricing strategy
- Contract Terms & Conditions, as well as price negotiations
- Government regulations and contract compliance
- Post award contract administration
- Training, strategic marketing, and sales programs

Prior to joining Suss Consulting, Ms. Barwell held positions with respected information technology companies such as Federal Data Corporation, WebMD Corporation, Falcon Microsystems, Inc., Vanstar/Inacom Corporation, Sysorex Information Systems, and Everex Federal Systems, Inc. Her career accomplishments include the following.

- Negotiated and provided post award development and implementation of a GSA Schedule sales and marketing program that resulted in revenue growth from a “standing start” to \$12M within 18 months
- Created and launched a Federal Reseller Program, selected company authorized reseller participants, and conducted nationwide training seminars on how to conduct business with the Federal Government
- Managed and assisted in the proposal effort and award implementation of contracts with the Department of Veterans Affairs, the Department of the Army, the Department of the Navy, the Department of the Treasury, the Administrative Office of the U.S. Courts, the Drug Enforcement Administration, Bureau of Prisons, the U.S. Postal Service, and the Environmental Protection Agency

These contracts resulted in billions of dollars in sales for the companies receiving the awards. Ms. Barwell also aided in the design and execution of post award sales programs to assist her employers and clients in generating sales.