Gregory L Fordham

Certified Public Accountant (Virginia)
Certified Internal Auditor
Certified Computer Examiner
Microsoft Certified Professional
Security Plus Certified
Certified Live Investigator
Certified Steganography Investigator

Experience

Over 30 years experience in federal contracting covering the full spectrum of pre-award and post award contract administration issues for large and small contractors alike and delivering ingenious solutions on risk management and revenue maximization issues like:

- Setting pricing strategy and competitiveness;
- Customer relation enhancement;
- Due diligence of merger/acquisition candidates as well as their integration within an organization;
- Maximizing cost recovery including defending cost practices for allowability and allocability;
- Optimize cost recovery for revenue maximization;
- Improving procedural effectiveness & efficiency;
- Accurately interpreting contract requirements to minimize risk and maximize revenue;
- Successfully settling contract changes & terminations at higher than client expected values; and
- Favorably resolving customer allegations of non-compliance.

FEDERAL CONTRACTING EXPERTISE

- Preparation, presentation and negotiation of:
  - Cost proposals for new or changed work;
  - Request for Equitable Adjustment (REA) proposals for changes, delays, or disruptions; and
  - Termination Settlement Proposals.
- FAR 31 Cost Principles and Procedures:
  - Compliance analysis;
  - Determination of cost allowability; and
  - Cost structure review and optimization.
- Cost Accounting Standards (CAS)
  - Compliance analysis;
  - Disclosure Statements; and
  - Cost impact proposals for voluntary changes in Cost Accounting Practices or non-compliance.
- Design or analysis of business systems for compliance with regulatory and contractual requirements:
  - Accounting and billing;
  - Estimating and proposal development;
  - Purchasing,
  - Manufacturing; and
  - Computer networks and security.
- Defense of Defective Pricing and Federal False Claims Act.

COMPUTER SECURITY & FORENSICS

- Incident response
- Forensic Grade Imaging and preservation
- Forensic examination and analysis of servers, workstations, laptops, cell phones, and other storage devices and media for:
  - Data Breach & Network Intrusion;
  - Misappropriated trade secrets;
  - Improper workplace behavior;
  - Improper device usage;
  - Spoliation analysis;
  - Fraud, etc.
- Compliance with organizational, contractual or regulatory requirements like DFARS 4.7300 and 52.204-7012 and NIST SP 800-171 governing the safeguarding of CUI
- Data security process, procedures and systems consulting
  - Systems hardware design, selection, construction and installation
  - Process design, implementation and integration
  - Policy and procedure development
  - Training and process monitoring

SYNOPSIS OF SELECTED EXEMPLARY PROJECTS

- In a nationwide search the US Department of Justice selected Fordham as the computer forensic expert in opposition of a national firm working with one of the nation's top litigation firms that was representing the defendant. Fordham's work and analysis, of more than 100 million fills and refills, including the development of custom software analysis tools, were instrumental in the government reaching a $150 million settlement.

- Fordham's unique solution regarding the terminated contract of a top 10 defense contractor was selected over the proposals of a national consulting firm and two DC law firms specializing in government contracts. Fordham was able to negotiate a multi-million dollar settlement for the client that was more than 10 times what they had quantified for themselves.

- In a trade secrets case Fordham was selected as the neutral e-discovery and forensic expert. In that capacity he collected, preserved and searched the ESI of both parties on about 40 machines that equaled about 6 terabytes of data. The search was conducted in accordance with a consent order formalizing the search protocol that included active and deleted space as well as all document types. Unsearchable files were converted to a searchable format and protected files were unprotected so that they could be searched. After filtering the search results to exclude unlikely document types, he produced over 100,000 documents and e-mails for each side. The documents converted to about 3 million TIFF image pages. The image files, native files, extracted text, extracted metadata and various other attributes were produced in Summation load files.

- Fordham was asked by a large Fortune 500 manufacturer to review a hardware contract that was cancelled after award of the basic quantity without any exercise of subsequent options. While there was no entitlement for the unexercised options Fordham recognized that there was extensive entitlement to additional funds for other reasons. Fordham negotiated a settlement in excess of $20 million which was about twice the original contract value. Along the way Fordham had to overcome the defenses claimed by the customer's purchasing and contracts personnel, as well as in-house counsel and outside counsel.

- Fordham rejuvenated the differing site condition claim and request for a Contracting Officer's final decision on a significant construction development project into a Request for Equitable Adjustment and settled the REA for substantially more than the client had initially claimed for themselves despite the government's aggressive efforts to characterize the amounts claimed as overstated, unallowable or unsupported,

- After the departure of a key employee for a government contractor, Fordham's examination of the employee's work computer determined that the employee had taken confidential pricing and performance data to the capture team of an ambitious competitor. The jury awarded the former employer all of their trade secrets damages.

- In what started as a tortious interference case, Fordham confirmed that the Plaintiff, a departed former employee, had taken trade secret data and then destroyed the data prior to surrendering computer devices for inspection despite Plaintiff's prior denials and representations. As a result, the Court dismissed the Plaintiff's claims with prejudice and granted a default judgment in favor of the Defendant's counterclaim.

- A first tier subcontractor received a multi-million dollar, Not-to-Exceed (NTE) contract to manufacture certain hardware pending final negotiation of a fixed price contract, which did not occur until after the work was complete. Fordham successfully rebutted customer claims that under applicable cost principles and procedures the allowable amount of costs were only half of the NTE value. As a result, the negotiated fixed price contract was for the full value of the NTE price.

- In defending against a $60 million construction claim involving an EPA Superfund cleanup site, Fordham devised a means to use the Plaintiff's own ESI claims data to perform a 100 percent audit of their claim quantification. As a result of Fordham's computerized audit work, the Plaintiff's claim was reduced from 60 to 20 million dollars before consideration of liability and causation issues. The Plaintiff's claim was settled for less than $20 million.

For descriptions of other exemplary projects see, www.celestialdefense.com/