

Lewis L. Showers II, CPCM

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Certified Professional Contracts Manager (CPCM) with an Active Top-Secret Clearance and a 20-year career spanning every facet of government contract compliance, international trade compliance, proposal management, and risk analysis and mitigation. Strategic, patient problem solver who removes barriers to progress and identifies optimal paths forward while building productive business relationships. Expert in negotiation and implementation of government contracts on heavily regulated defense and aerospace products. Articulate, trusted advisor to executive leaders on contractual standards, risk management strategy, and international trade compliance regulations.

Areas of Specialty

- Contract Operations Management
- Process and Team Building
- Financial Management
- Contract Structuring & Negotiation
- Third-Party Risk Management
- International Trade Compliance
- Proposal Management / RFP Response
- Acquisition and RFP Due Diligence
- Innovative Pricing Strategies

Career Experience

Art of Acquisition Incorporated, Burke, VA
Senior Director of Contracts

2024 – Present

Serve as a member of the executive team leading the startup and growth of the corporation.

- Assist clients with proposal preparation and management.
- Assist with proposal pricing and bid strategy.
- Review and redline contractual instruments for negotiation.
- Identify and implement a document management system with a roadmap for improvement as the company grows.
- Introduce contract management and compliance processes that set the path to success and growth by providing industry recognized best practices to manage the complete contract lifecycle.
- Advise corporate leaders and assist them in the navigation and manipulation of the government procurement process.
- Research and gather industry intelligence to aid in the establishment of a diverse and realistic new business pipeline.
- Build a rewarding culture that enhances the customer support experience.

NetCentrics Corporation, Herndon, VA
Senior Director of Contracts

2023 – 2024

Serve as a strategic functional leader within the senior management team with a focus on realizing efficiencies throughout the contract and product lifecycles.

- Standardized company policies, procedures, and contract templates.
- Launched a contract management system that allows for easy reference and minimizes the loss of institutional knowledge.
- Provided leadership and solutions to solve contracting and programmatic issues.
- Formulated contracting strategies and lead compliance initiatives.
- Executed negotiation strategies that comply with company policies, mitigate risk and support accomplishment of business goals.

QinetiQ, Lorton, VA
Contracts Director

2022 – 2023

Created a contracts department and led the transformation from a small business model to large international research and development organization that specializes in sensor technologies and defense-related systems.

- Evaluated the initial state of the compliance function in the company and executed the plan for the creation of the department to manage government contracts and subcontracts in compliance with FAR and other requirements.
- Hired a team of 8 and trained them to independently manage a large portfolio of contracts and subcontracts.
- Cleared 400+ backlogged contractual actions within two months.
- Developed strategies and workarounds to complete contractual actions within antiquated and non-functioning systems.
- Developed and launched a contracts action tracker to improve workflow.
- Led proposal efforts that have yielded over \$140 million in new awards.
- Coordinated the recovery of about \$3 million in un-invoiced products and services.

Served as a member of Executive Team for a growing provider of technology and operational solutions to Homeland Security and Homeland Defense agencies. Led ongoing compliance and contracts management. Steered complex negotiations related to legal or regulatory requirements, contract standards, service terms, and cost targets. Drafted contractual provisions in line with organizational priorities, needs, and requirements; provided strategies to ensure full compliance with contract terms and conditions. Coordinated internal and external compliance audits. Vigorously assessed and advised senior leadership on risk factors and mitigation strategies. Managed proposal development processes to ensure timely response to RFIs and RFPs.

- Protected company interests and laid the groundwork for successful business partnering by conducting necessary due diligence to assess potential risk factors—related to management, finances, legal, ethics, and security—within contracting organizations. Advised senior leaders on findings and mobilized robust risk mitigation plans.
- Implemented new GSA schedule submission that resulted in new contract award.
- Resolved various compliance violations resulting in company passing two follow-up audits with zero findings.
- Skillfully negotiated alternative contract language to mitigate risks and achieve optimal service terms and cost.

L3 Unmanned Systems, Inc., Ashburn, VA
Import / Export Compliance and Contracts Manager

2015 - 2020

Managed all facets of contract management and import/export compliance related to the sale of unmanned aircraft defense and aerospace systems to U.S. government agencies and international civil government and defense contractors. Negotiated terms and conditions for contracts, subcontracts, purchase orders, software licenses, manufacturing license agreements, strategic sourcing agreements, strategic sales agreements, and NDAs. Engaged with clients to identify needs, requirements, and issues; and to facilitate pricing discussions. Orchestrated all phases of proposal management for a diverse portfolio of programs across multiple divisions.

- Served as trusted advisor to executive management team, as well as internal and external stakeholders, on domestic, international, commercial, and governmental contracting matters and International Traffic in Arms Regulations (ITAR), Export Administration Regulations (EAR), Business Ethics, Federal Acquisition Regulations (FAR), Defense Federal Acquisition Regulation Supplement (DFARS), Foreign Military Sales Program, Air Force Federal Acquisition Regulation Supplement (AFFARS), General Services Acquisition Regulation (GSAR), Bureau of Alcohol, Tobacco, Firearms and Explosives (ATF) U.S. Munitions Import List, and Office of Foreign Assets Control (OFAC) regulatory requirements.
- Evaluated terms and conditions of customer contracts; led all efforts related to contract terms compliance as well as adherence to international trade regulations to properly import and export goods and associated services.
- Conducted meticulous due diligence and risk analysis of acquisitions, potential business partners, and clients; recommended risk mitigation strategies to senior management.
- Fostered and fortified productive business relationships with the U.S. Air Force, Army, Navy, Department of Defense, Department of Homeland Security, Department of State, IC member agencies, NATO, international civil government and defense agencies, and international defense contractors.
- Helmed high-stakes negotiations that resulted in securing long-term supply contracts for third-party auto-pilot with access to source code, domestic engines, radios, and payloads for Tactical UAS. These negotiations helped win over \$10 Million in commercial and U.S. Government contracts for UAV product and services sales within 18 months.
- Delivered \$20 million in revenue through new GSA federal supply schedule for hardware, software, and training services.
- Developed and implemented robust program to train employees on company tools, policies, and procedures for contract and subcontract management, import and export compliance for international trade, and the Foreign Corrupt Practices Act, scope writing, and compliance with host country requirements.
- Earned recognition as a steadfast, go-to crisis manager, calm under pressure, with a record of successfully resolving issues, mitigating risk, and negotiating mutually beneficial business arrangements.
- Held a variety of roles on corporate committees and teams: Divisional Small Business Liaison Officer, Anti-Bribery and Corruption Officer, Divisional Empowered Official, and Member of Due Diligence Team / Corporate Acquisitions.

Dewberry Consultants, LLC, Fairfax, VA
Deputy Director, Corporate Contract Compliance

2013 - 2015

Advised in all facets of corporate contract compliance, proposal management, risk assessment and mitigation, and pricing strategy. Oversaw portfolio of federal, state, local, and municipal contracts valued at over \$80 million. Reviewed and negotiated contract modifications, subcontract agreements, task orders, teaming agreements, non-disclosure agreements, contract terms and final team pricing for IDIQ subcontracts. Oversaw GSA Federal Supply Schedules.

- Greatly increased proposal win rate through on-point pricing strategies. Instrumental in attaining 10 major awards out of 15 submissions in highly competitive bids.
- Developed corporate import/export control policies and procedures.
- Steered resolution of complex contract-related disputes.
- Advised senior management on international trade regulations and compliance strategies.

Led team of contract managers, subcontract managers, buyers, and compliance staff in all facets of contract development and management for 70+ contracts and 40+ subcontracts annually, with revenue of approximately \$60 million.

- Spearheaded ground-floor formation of company's Trade Compliance Program, which received superior DSS ratings.
- Established policies to ensure company compliance with ITAR, EAR, Business Ethics, FAR, and other regulations.
- Managed licensing activities (DSPs, TAAs, Commerce licensing applications, license exemption requests and brokerage agreements) in support of export compliance program.
- Developed and instituted contract and subcontract standards for terms, conditions, and provisions as well as presentation strategy for budget and payment terms.
- Evaluated risk of potential business partners; informed senior management of findings related to margin potential, technical capability, legal and corporate impact, bid / no-bid decisions, and audit findings.
- Delivered significant cost and efficiency gains by consolidating multiple GSA Federal Supply Schedules from acquired entities into one master corporate schedule.
- Spearheaded revamping of internal procedures to address a range of compliance risks related to export and import controls, shipping terms, international business terms and conditions, and Status of Forces Agreements compliance.

Summary of Earlier Experience:

Contracts Administrator, EMG, Ltd. • Contracts Administrator, Tetra Tech EMI • Contracts Manager, Winrock International

Education:

Bachelor of Arts in Economics, Christopher Newport University, Newport News, VA • Postgraduate coursework.

Professional Development Summary:

Writing and Managing Federal Proposals (Shipley Associates) • L3 Technologies Contracts and Subcontracts Leadership Development Program • L3 Global Trade Group Applied Certification Training • L3 Customs Trade Compliance Program • NCMA Government Contract Management Symposium • Price to Win • Competitive Analysis for Proposals