

DR. FRANCIS C. SPAMPINATO

315 Oakcrest Manor Drive, NE, Leesburg, VA 20176
Office: (703) 625-6385 Home: (703) 669-3506 Mobile: (703) 625-6385
Email: fspampinato@verizon.net

CAREER SUMMARY

Seasoned Leader with over 25 years of progressive experience as a contracting professional with ten years as a Senior Executive in the Federal Government, leading large teams at Energy, Transportation, SBA and DHS. In-depth knowledge, experience, management, and leadership in customer service, strategic planning, operations, synchronization and execution of programs in high output, complex and dynamic environments. Proven problem-solving, decision-making, critical and creative thinking skills and results driven. Strong use of metrics to measure effectiveness throughout the organization.

PROFESSIONAL EXPERIENCE

Strategic leader in complex organizations
Managed budgets ranging from \$4 billion to \$23 billion
Worked closely with small businesses and the Small Business Administration in identifying and pursuing opportunities, negotiated agency's small business goals
Strong customer service orientation both to internal and external customers
Knowledge of policies and procedures for the maintenance of sensitive materials and records management.
Extensive knowledge and experience with Federal Government Procurement processes rules, and regulations.
Simultaneously managed multiple programs, projects, and strategic initiatives
Proven decision making skills - developing executable solutions within organization resources
Led collaborative senior executive meetings - organized and led executive conferences
Experienced in Equal Opportunity, Diversity Management, and Conflict Resolution practices
Experienced and trained in sexual harassment and assault response and prevention; information assurance
Experienced in contract management and the development of performance work statements
Experienced in engaging with and briefing senior executive leaders
Certified Coach/Teacher/Mentor and Leadership Development professional

FCS Management LLC DBA NeuroVis CMT, LLC March 2025 – present
Leesburg, VA
President

- -Certified Brain-Based Coach/Mentor/Speaker /Teacher/Instructor
 - Certified through Brain Academy, NeuroLeadership Institute, Coach Training Alliance and John Maxwell Team
- -Leadership Speaker and Development Professional

US Small Business Administration January 2025 – March 2025
Washington, DC
Associate Administrator for Government Contracting and Business Development

- Principal advisor to the Administrator on the policies, procedures, standards and evaluation of the below programs.
- Responsible for release and dissemination of the Small Business Scorecard
- Provided direction and oversight for the Offices of Government Contracting, HubZone Empowerment, Business Development, and Policy, Planning and Liaison
- Responsible for all certification programs, VetCert, WOSB, 8a, HubZone
- Provided executive oversight for the Unified Certification Platform, got it moving in the right direction!
- Provided technical direction and guidance to the six Area Offices and Regional Administrators as necessary
- Represented the Administrator in negotiations with other Government agencies whose activities relate to the above program areas
- Developed extensive outreach program with OSDBUs, CPOs, trade associations and other stakeholders in order to collaborate with those parties
- Negotiated with OMB (OFPP) on policies/regulations effecting small business

Government Technical Services Corporation
Chantilly, VA
Director, Contracts

October 2023 – January 2025

- Lead all contract/subcontract activity for parent and four subsidiaries
- Lead on SAM.gov and creating and managing company Multiple Award Schedules
- Lead on all Non-Disclosure and Teaming Agreements
- Lead on all contracting compliance audits
- Lead with all license agreement reviews, tracking and execution

FCS Management LLC
Leesburg, VA
President

March 2021 – October 2023

- -Certified Coach/Mentor/Teacher/Trainer
 - Certified through Coach Training Alliance and John Maxwell Team
- -Leadership Speaker and Development Professional

US Small Business Administration
Washington, DC

June 2020 – January 2021

Associate Administrator for Government Contracting and Business Development

- Principal advisor to the Administrator on the policies, procedures, standards and evaluation of the below programs.
- Responsible for release and dissemination of the Small Business Scorecard, 2019 was a banner year!
- Provides direction and oversight for the Offices of Government Contracting, HubZone Empowerment, Business Development, and Policy, Planning and Liaison
- Helped promote, disseminate and implement program flexibilities to mitigate the effect of COVID on small business
- Provides technical direction and guidance to the six Area Offices and Regional Administrators as necessary
- Represents the Administrator in negotiations with other Government agencies whose activities relate to the above program areas
- Developed extensive outreach program with OSDBUs, CPOs, trade associations and other stakeholders in order to collaborate with those parties
- Negotiated with OMB (OFPP) on policies/regulations effecting small business
- Testified in front of the Small Business Subcommittee on GCBD Programs

CTR Management LLC August 2017 – June 2020
Fairfax, VA
Program Manager

- Responsible for managing all aspects of contract management duties on GSA's EIS (Enterprise Infrastructure Solutions) Contract
- Responsible for assisting in managing transition from Networx to EIS

YRCI Inc. May 2014 – February 2017
Fairfax, VA
Director, Acquisition Services

- ◆ Oversight and command of YRCI Acquisition practice, consisting of approximately 75-100 personnel
- ◆ Responsibility for maintaining and growing business throughout Federal Government, working with Agencies such as DOD, HHS, FDIC, PBGC, VA, etc, at this point in time, have grown Contract Management manning by approx. 10%
- ◆ Responsibility for maintaining good prime and subcontractor relationships throughout the acquisition portfolio

Department of Homeland Security October 2011 to May 2014
Federal Emergency Management Agency
Chief Procurement Officer (Career SES)

- ◆ Head of Contracting Activity (HCA) for the organization with \$5-\$15 billion disaster and non-disaster spend
 - 97% obligation efficiency rate, FEMA-wide
 - Pre-positioned contracts and contracting assets in place for disaster preparedness
 - Steward over Corrective Action Plan to improve contracting quality
- ◆ Conducted small business outreach, worked with regional offices and disaster activities to turn over disaster operations to local businesses in an expedient manner
- ◆ Responsible for 200+ nationwide contracting and logistics workforce, training, mentorship
 - Developed manpower plan to enable field assets to do a better job (efficient/effective)
- ◆ Responsible for spend/obligation metrics and Department-wide metrics, i.e. Competition, Small Business, Contracting Officer and COR certification, Strategic sourcing, etc.

Federal Aviation Administration February 2009 – Oct 2011
Department of Transportation
Director, Acquisition and Contracting (Excepted Service SES)

- ◆ Executive-level steward of over \$4 billion acquisition budget
- ◆ Responsible for 200+ contracting, property and quality assurance personnel, including private sector personnel, who are geographically dispersed throughout the United States, experienced the lowest attrition rates in recent FAA history.
- ◆ Conducted small business outreach to identify opportunities and systems issues, major participant in Small Business Conferences
- ◆ Responsible for strategic hiring initiatives and imminent restructure of contracting organization which has grown significantly to meet increased demand
- ◆ Totally re-engineered customer outreach and customer feedback mechanisms (customer satisfaction survey and customer outreach by contracting officer staffs and cross-training effort to enable property

and quality assurance personnel to become more integrated with the acquisition professionals in the Directorate)

Department of Energy June 2006 to January 2009
Chief Acquisition Officer

- ◆ Served as Executive-Level steward of \$23 billion acquisition budget
- ◆ Served as small business liaison and as member of Small Business Review Team to assist offices with goals and hold them accountable for those goals
- ◆ Provided oversight and guidance in the following areas: performance measurement, use of full and open competition, performance-based contracting, acquisition career management, recruitment/retention, interagency cooperation
- ◆ Provided testimony at congressional hearing regarding Department's use of women-owned small businesses at request of House Small Business Committee
- ◆ Joined negotiation team to assist in a multi-billion dollar effort that had stalled for two plus years. Closed deal within two weeks
- ◆ Reinvigorated dialogue with General Accountability Office and Office of Management and Budget on Department's High Risk status
- ◆ Reinvigorated dialogue with SBA and small business committees on plan to increase Department small business goals
- ◆ Commenced plan to create closer alignment between Department contract and program management
- ◆ Created and presented plan for changes to acquisition system to make the acquisition process more efficient and customer-oriented.

Various positions – Central Intelligence Agency (1988 – 2006)

Central Intelligence Agency, Washington, DC
Senior/Supervisory Contracting Officer

- ◆ Responsible for multi-discipline personnel serving detachments throughout the world
- ◆ Implemented reorganization, streamlined and turned around low performing organization
- ◆ Order/Delivery of high priority items went from weeks to hours
- ◆ Signatory responsibility for \$200 million of goods and services
- ◆ Successfully guided organization through implementation of enterprise management software solution

United States Marine Corps (Active Duty) January 1984 to October 1987

EDUCATION

J.D., Catholic University, Columbus School of Law, Washington, DC

DPA/MPA, Concentration: Program Evaluation, Performance Measurement, Local Government, University of Southern California, Los Angeles, CA

M.S. Public Administration, Central Michigan University, Mt. Pleasant, MI

B.B.A. Accounting, Siena College, Loudonville, NY

Certified as Career/Executive Coach and Leadership Speaker

Certificate in Supply Chain Management, Penn State University, University Park, PA

ASSOCIATIONS/CERTIFICATIONS

National Contract Management Association, Certified Professional Contracts Manager

REFERENCES

Furnished upon request