

Christoph Mlinarchik: government contracts, defense, acquisitions, small business, policy expert

CHRISTOPH MLINARCHIK, JD, CFCM, PMP

SECRET CLEARANCE

Author of three best-selling books in [The Government Contracts in Plain English Series](#)
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BUSINESS AND PRIVATE-SECTOR EXPERIENCE, SUMMARY

Owner/founder of Christoph LLC—successful small business providing consulting, professional instruction, and expert witness services in government contracts. Highly regarded speaker and instructor of government contracts—taught 1000+ federal, military, and private-sector professionals. Experienced expert witness in government contracts litigation—submitted expert reports and testified in depositions. Trusted advisor to CEOs, companies, and professionals.

Expert consultant for wide range of clients in IT, cybersecurity, services, manufacturing, R&D, medical, defense, and law. Attorney, nationally recognized subject matter expert (SME), and author of 75+ articles and 3 best-selling books on government contracts. Former Director of Policy and Acquisitions for defense contractor firm. Responsible for business development, proposals, client relations, hiring and training and management of SMEs, and advisor to CEO, General Counsel, and other C-levels on all government contracts issues.

Author of [Government Contracts in Plain English](#): <https://www.amazon.com/dp/173419815X/>
and [Federal Acquisition Regulation in Plain English](#): <https://www.amazon.com/dp/1734198117>
and [Government Contracts Negotiation, Simplified!](#): <https://www.amazon.com/dp/1734198133>

FEDERAL AND DEFENSE EXPERIENCE, SUMMARY

Former Senior Policy Advisor (GovCon SME) at Defense Advanced Research Projects Agency (DARPA), advising acquisition leadership on cutting-edge R&D government contracts, Other Transactions, grants, and cooperative agreements. Former Senior Policy Advisor (GovCon SME) at Office of the Secretary of Defense, Office of Small Business Programs, advising Presidential Appointees and Senior Executive Service (SES) officials, formulating acquisitions, small business, and contracting policy for all federal contracts and DOD programs. Shaped DOD policy and wrote, edited, and changed (personal input) FAR and DFARS regulations. Leadership and policy expertise at the highest level. Influenced the restructure of Pentagon into A&S/R&E and acquisition reform.

Former Senior Contracting Officer with diverse defense contracting experience at Air Force, Navy, and Pentagon, former Air Force JAG Attorney, and former Policy Analyst for \$1B+ source selections for major weapons systems. Several civilian service awards. Experience with a wide range of acquisitions, contracting, and federal policy in R&D, operational, and MDAPs.

PROFESSIONAL HISTORY

Owner, Christoph LLC: www.ChristophLLC.com – expert advice in government contracts
Consultant, Instructor, and Expert Witness in Government Contracts
2014 to present: nationwide – various clients including corporations, law firms, trade groups



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- Consult for a wide variety of federal and industry clients on corporate strategy, proposals, sales and business development, contract admin, compliance, contract interpretation, negotiations, subcontracts
- Expert witness for complex contracts litigation re government contracts, federal agencies, subcontracts, damages, industry custom and practice, competition procedures, evaluations, clause flow-downs, and more
- Found \$millions in damages, submitted expert reports, testified in depositions, and shaped successful case strategy (both plaintiff and defendant side) in matters involving false claims, whistleblower (*qui tam*), bid rigging, GSA schedules, small business set-asides, FAR / DFARS clauses, subcontracting, clause selection, breach of contract, solicitations / RFP / RFQ, Statements of Work (SOW), manufacturer liability, sole source contracts, scope of work, market research, pricing, federal acquisition system and process, and more
- Teach courses—nationwide—to 1000+ professionals about contracting, source selections, government contracts law, bid protests, acquisitions, FAR, DFARS, COR training, and other topics
- Created several proprietary courses and workshops for open enrollment and licensing purposes
- Design, review, and update courses and courseware as SME for all levels of professional expertise
- Consistently receive outstanding written course evaluations, feedback, and reviews from thousands of clients, including awards for teaching ability, level of expertise, and positive impact on contracting results
- Publish in the field and serve as guest speaker for various professional organizations and industry groups

Program Manager (contractor: PACE): DOD Pentagon Washington Headquarters Services
Aug 2022 to present (part-time contract): Arlington, VA

- Program Manager for PACE LLC portfolio of four different multi-million-dollar Pentagon contracts
- Supervised 30+ senior contract specialists across four contracts, including multiple subcontractors
- Advised SES Pentagon leaders and the contracting office responsible for the Pentagon and “4th Estate”
- Conducted recruiting, interviewing, hiring, firing, training, performance reviews and improvement plans
- Produced timely deliverables and Monthly Status Reports (MSR), managed workload for 30+ people
- Business development: Grew PACE LLC revenue by \$millions with 10+ expanded personnel billets
- Reported directly to PACE CEO, worked closely with CFO, HR, and other corporate leadership

Senior Policy Advisor (GovCon SME) Defense Advanced Research Project Agency (DARPA)
Aug 2018 to Jan 2022: Arlington, VA

- Senior Policy Advisor (GovCon SME) for SES and other senior DARPA officials on contracting policy, research and development (R&D), science and technology acquisitions, Other Transaction Authority, intellectual property, commercialization, bid protests, grants, cooperative agreements, acquisition policy
- Provided SME advice, analysis, solutions, and research on complex contracting and acquisition topics
- Responded to Congress, GAO, Inspectors General, Senators, Congressmen, and public inquiries
- Developed new DARPA website for Other Transactions and innovative R&D contracting
- Wrote content for latest DOD guide to Other Transactions, applicable to entire industry
- Wrote, edited, and commented on contracting, assistance, acquisition, and R&D policy issuances for review and signature of DARPA Director, DARPA Head of Contracting Activity, DARPA Director of Contracts, and OSD DOD Chief Management Officer
- Provided expertise in innovative government contracting methods for cutting-edge research and development such as Other Transactions, Technology Investment Agreements, consortium model partnerships, Broad Agency Announcements, prize contests, grants, and cooperative agreements

Senior Policy Advisor (GovCon SME): DOD Pentagon HQ Office of Small Business Programs
Director of Policy and Acquisitions: ByteCubed LLC (consulting, IT, defense contractor)
(dual-hatted with corporate position for ByteCubed and onsite position with the Pentagon)
Jan 2016 to Aug 2018: Arlington, VA

- Senior Policy Advisor and SME for SES, Presidential Appointee, and other senior DOD officials on contracting, small business, defense, commercialization, SBIR/STTR, and acquisition policy for all DOD: Air Force, Navy, Army, OSD
- Director of Policy and Acquisitions for ByteCubed: oversaw policy, contracts, legislative advisors; conducted hiring, firing, employee improvement plans; directed ByteCubed corporate growth strategy
- Provided compliance training and advice, mitigated company risk, ensured contractual performance

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- Managed business development and new contracts to include proposals, capture strategy, staffing, RFI responses, industry days, client outreach, client pitches or presentations, and technical responses
- Acting Program Manager for multi-million-dollar DOD contract and 18-person team of SME consultants
- Wrote, edited, and changed the FAR and DFARS to apply across the entire acquisition industry
- Influenced the restructure of the Pentagon and DOD-wide acquisition reform (Section 809 Panel)
- Responded to Congress, GAO, Inspectors General, Senators, Congressmen, and public inquiries regarding contract law, acquisitions, clause selection, small business, economic issues, and other topics
- Provided SME advice, analysis, solutions, and research on complex government contracting topics
- Wrote, edited, and commented on policy issuances (directives) for review and signature of SECDEF, USD(AT&L), and other senior Defense officials, applicable to all DOD acquisitions and Components

Senior Contracting Officer, GS-14/GS-15 (NO-05) – Navy, Office of Naval Research

June 2015 to Jan 2016, Arlington, VA

- Office of Naval Research is the primary science and technology research entity for the Navy and Marines
- Negotiated cutting-edge research and development contracts with large defense contractors, world-renowned scientists, and vanguard scientific and technology firms using Broad Agency Announcements
- Performed complex, sole-source cost and pricing analysis to achieve government negotiation objectives
- Provided peer review advice for \$900 million+ IDIQ advanced Naval warship system contract (InTop)
- Team lead and mentor to a cadre of journeyman contracts professionals—reviewed work product, streamlined processes, and improved best practices to achieve better cost, schedule, and performance

Senior Contract Specialist, GS-13 – DOD Pentagon Washington Headquarters Services

June 2013 to June 2015, Arlington, VA

- WHS is the sole Acquisition Directorate for the Pentagon, SECDEF, and all 4th estate DoD agencies
- Lead Contract Specialist for Defense Acquisition University, including \$100+ million source selection
- Planned and executed \$100+ million IT services contract for all DAU that saved \$30+ million compared to the incumbent, helped successfully defend three separate protests by the incumbent (losing contractor)
- Created the Contracting Knowledge Library for all WHS—online database of acquisition information
- Provided cradle-to-grave contract management, crafted acquisition strategies, and drafted key documents
- Selected for national Source Selection Community of Practice (Army/Air Force/Navy/OSD think tank)
- Received three different Bravo Zulu (BZ) awards for exceptional performance and professional activities
- Advanced strategic sourcing initiatives across Office of SECDEF and all 4th Estate DoD agencies

Lead Contract Specialist, GS-12 – Air Force Space Command, Space and Missile Systems Ctr.

Oct 2010 to June 2013, Colorado Springs, CO

- Won Contract Specialist of the Year Award (2012), won Civilian Category II Award (4Q 2012)
- Lead Contract Negotiator for \$100+ million contract extension for the Launch Ranges, negotiated contract ~\$3 million below proposed cost and met mission-critical deadlines, Ranges stayed “green”
- Lead Contract Negotiator for \$50 million+ acquisition of Global Broadcast Service, MILSATCOM
- Lead Contract Negotiator for \$80+ million option exercise for the Launch Ranges
- Performed cost and price analysis for and negotiated award of multi-million-dollar proposals

Procurement and Policy Analyst, special rotation, GS-12 – Air Force

Air Force Space Command SMC Policy/Clearance Committee for Source Selections

Nov 2012 to Feb 2013, Colorado Springs, CO

- Consultant for multiple major source selections across several different contracting directorates
- Subject Matter Expert for Contracting Officers on defense policy, debriefings, competitive range determinations, best value decisions, proposals, procurement strategy, and contract administration
- Recommended acquisition strategies, contract types, incentive structures, and contract formats

JAG Acquisitions Attorney, special rotation, GS-12 – Air Force

Air Force, 21st Space Wing Judge Advocate General Office, Peterson AFB

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July 2012 to Nov 2012, Colorado Springs, CO

- Received letters of commendation for exemplary service from the Staff Judge Advocate (SJA), 21 SW/JA, and the Chief Acquisitions Attorney, 21 SW/JA
- Reviewed variety of critical contracts for legal sufficiency and best practices, supported HQ AFSPC, HQ NORAD, HQ USNORTHCOM, STRATCOM, 21CONS, and Cheyenne Mountain AFS
- Advised Contracting Officers on protests, source selections, proposal evaluations, and requirements
- Researched case law, statutes, and regulations to provide acquisition solutions to Contracting Officers

Paralegal/Document Clerk (while attending law school at night) – Williams & Connolly LLP
Sep 2006 to Sep 2010, Washington, D.C.

- Worked directly with nationally renowned attorneys on complex, high-profile, multi-million dollar civil and criminal litigation matters including high-stakes corporate litigation, Congressional investigations, government contracts, political scandals, entertainment contracts, and fraud
- Drafted memoranda, conducted research, and created exhibits, filings, and case materials

Attorney (Summer Associate) – Saul Ewing LLP

June 2009 to Aug 2009, Washington, D.C.

- Performed legal research and analysis regarding commercial litigation, federal regulation, employment and labor law, financial institutions, insurance coverage, arbitration, and intellectual property law

EDUCATION, CREDENTIALS, AWARDS

- Top Professionals Under 40 Award ('13)**, National Contract Management Association
- Best Article of the Year Award ('16)**, NCMA, *“How Many Bid Protests Are Too Many?”*
- American University (Law School), **Juris Doctor (JD): cum laude (with honors)**
- University of Virginia, Bachelor of Arts, double major in economics and international relations
- SECRET clearance**; Attorney (CO bar #43438); **DAWIA Level III Contracting**, Level I PM
- Selected as member of DoD Source Selection Community of Practice (DOD think tank)
- Certified Federal Contracts Manager (CFCM)** – National Contract Management Association
- Project Management Professional (PMP)** – Project Management Institute (PMI)
- Experienced expert witness** in government contracts, submitted several reports and testified
- Three (3) Washington Headquarters Services Bravo Zulu and Coin Awards ('14)
- Contract Specialist of the Year, Air Force Space Command SMC/SL ('12)
- Civilian of the Quarter, Air Force Space Command SMC/SL ('12)

SPEECHES, COURSES, PRESENTATIONS, PUBLICATIONS

Highly regarded keynote speaker, panelist, professor—taught 1000+ students and professionals, nationwide, on topics including: government contracts, federal acquisition system, government policy, subcontracts, acquisition, bid protests, source selection, contract law, COR, writing, proposals, writing skills, leadership, management, business development, contracting skills, subcontracts, cost and price analysis, and more.

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and Federal Acquisition Regulation in Plain English: <https://www.amazon.com/dp/1734198117>
and Government Contracts Negotiation, Simplified!: <https://www.amazon.com/dp/1734198133>

Full list of publications available at www.ChristophLLC.com/about-Christoph-LLC

References available upon request.