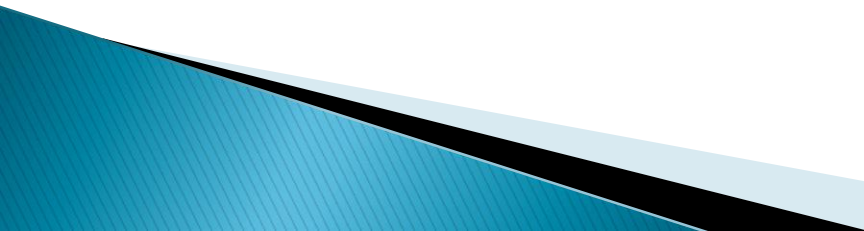


November 17, 2010  
How NCMA's Certified  
Federal Contracts Manager  
Certification Helped Me


Gloria M. Koch, CFCM

**PARSONS**

# My Educational Background

- ▶ Kapiolani Community College - 1968
  - ▶ Honolulu Community College - 1970-75
  - ▶ University of Hawaii - 1983-84
  - ▶ Chaminade University - 1985
  - ▶ Lots and lots of courses with NCMA, Hawaii Procurement Institute, Management Concepts, ITT, Raytheon, Parsons
  - ▶ Certified Associate Contracts Manager - 1999
  - ▶ Certified Federal Contracts Manager - 2002
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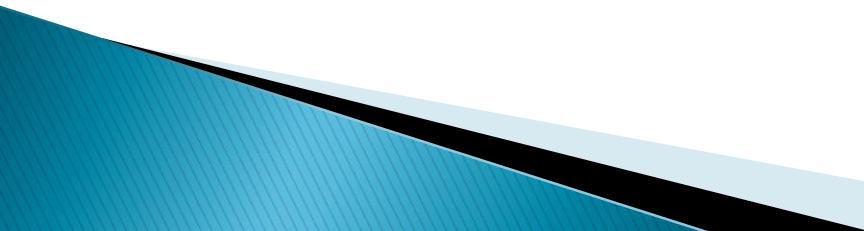
# My Career Background

- ▶ Administrative positions with State of Hawaii, Kuakini Med Center – 1969–84
  - ▶ ITT – Buyer – 1985–87
  - ▶ Holmes & Narver, Buyer– 1987–89
  - ▶ Waikiki Trader Corp., Exec. Asst. – 1989–91
  - ▶ Johnson Controls, Buyer – 1991
  - ▶ United Engineers & Constructors, Buyer – 1991–1994
  - ▶ Raytheon Services Nevada, Sr. Subcontract Specialist – 1994–95
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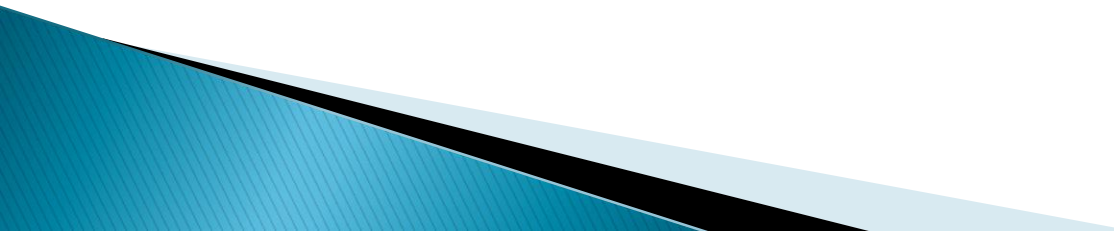
# Career continued

- ▶ Raytheon Engineers & Constructors – Senior Procurement Administrator – 1995–98
  - ▶ Parsons–UXB Joint Venture – Senior Subcontract Administrator – 1998–2000; Procurement Manager –2000–2004
  - ▶ Parsons, Procurement Manager – 2004–07
  - ▶ Parsons, Senior Procurement Manager, Corporate SBLO – 2007–Present
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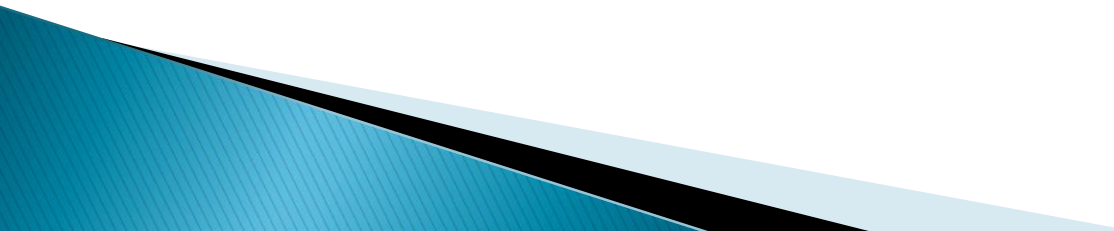
# Benefits of Certification

- ▶ Career growth
  - ▶ Salary growth – NCMA’s 2008 Salary Survey found that contracts managers with a NCMA certification earned significantly more than their non-certified peers
  - ▶ U.S. Government requires Demonstrated Contract Management Skills
    - Organizations applying for government contracts must be able to effectively manage contract process.
- 

# Benefits of Certification continued

- Contract Management certification demonstrates your ability for negotiating, administering and procuring a variety of contracts.
  - Legally binding, properly written contracts are fundamental to successful partnerships with service suppliers, product distributors and end users working with the federal government
- 

# How CFCM Certification Helped Me

- ▶ I was able to have the opportunity for higher contracts positions – Senior level
  - ▶ I was able to have the opportunity for Management positions at the local level
  - ▶ I was able to have the opportunity for Senior Management positions at the corporate level
- 

# What do corporations like Parsons look for in potential employees

- ▶ Degree and certification – important but doesn't necessary make a “good” employee
  - ▶ Strong past performance – experience in related field
  - ▶ Honesty/Candor – truthful
  - ▶ Reliability – come in on time, complete your assignments
  - ▶ Commitment – do you put in extra hours
  - ▶ Attitude – do not feel that you are entitled to anything – you have to work for it
  - ▶ Aggressive and assertive – but not pushy, militant or in-your-face
- 