



Bernice A. ("Bunnie") Pasternak, Esq., CFCM, CPCM, Fellow
Principal Consultant and Owner



Innovation140 Consulting, LLC
"Innovative Solutions for Today's Contracts"

Ms Bunnie Pasternak retired in January 2013 from the Federal Government after 31.5+ years, with the expertise as both a former Contracting Officer/Contract Specialist and Contract Negotiator for the Air Force and a Contract Law and Trial Attorney for the Army, Air Force, and Defense Contract Management Agency (DCMA). She successfully established her business, "Innovation140 Consulting, LLC," as a Federal Government, contract management consulting and legal services firm, with a focus on advising companies of all sizes on how best to capture those ever dwindling dollars from the Government and to successfully survive the bureaucracy that can be complex and daunting for the uninitiated to Government contracts.

Ms. Pasternak's company focus has expanded by virtue of her clientele base - small businesses on the cutting edge of technology and manufacturing for both commercial customers and Government agencies. Her work includes supporting the day to day contracting operations from pre-award efforts in business development through execution and contract closeout of contracts, grants, and Government related purchase orders. Additionally, she advises her clients on the myriad issues and barriers to entry that small businesses face in the ever increasing compliance-based, Government regulations. She is a stalwart voice for small businesses' intellectual property, their approach to contracting procedures and policies, and the standardization of terms and conditions as they grow as prime contractors and subcontractors on Government related programs/projects and commercial efforts. Ms. Pasternak's work has included representing some of her clients before Suspension and Debarment Officials, IG investigators, auditors, and of course, her clients' prime customers and their contractors. She has written and consolidated contracting procedures and policies, has helped develop a successful Government Property program that meets DCMA's guidelines, and often provides training on basic Government contracts (pre-award and post-award), ethics, fiscal law, mandatory disclosure/compliance issues, fraud avoidance programs, and overall acquisition and strategic source planning.

In her last Air Force position, Ms Pasternak, was the Chief, Clearance, Policy and Program Support for the Electronic Systems Center (ESC)/ Air Force Life Cycle Management Center, Hanscom AFB, MA, from 2010 to 2013. She was responsible for providing contract management and formation advice across the entire ESC/AFLCMC (Hanscom Operating Location (OL) and its geographically separated units) portfolio, supporting the Director of Contracting in all acquisitions over \$5 million, subject to review. She worked with Air Force Materiel Command and Air Force representatives on a regular basis reviewing and providing comments/suggestions for upcoming policy letters and AF FAR Sup changes. Ms Pasternak ensured that all new policy and FAR/DFARS/AFFARS changes were communicated quickly to the field; providing lessons learned on such topics as business clearances, Multi-functional Independent Review Teams and Peer Reviews by the Department of Defense. She also provided technical guidance and business advice in developing acquisition strategies and business approaches for myriad programs at all levels of review throughout Air Force and DoD. Prior to arriving as the Chief in 2010, Ms. Pasternak was the Chief of Contracts for the 850th Electronic Systems Group, at Hanscom, with geographically separated contracting teams in Colorado, Nebraska, and Texas.

Ms Pasternak also worked in the former ESC's Staff Judge Advocate's Office from 2004 to 2008, as the first Chief of the General Administrative Law Division, as well as a Contract Law Attorney and the first civilian Acquisition Fraud Counsel (AFC) assigned to the Information Technology Division. She worked with contracting and program personnel on a day to day basis, advising them about highly complex and often times classified system acquisitions at any stage of the procurement process. She was an early member of the DoD Procurement Fraud Working Group and even after returning to Contracting in Oct 2008, she remained a key member of the Boston Fraud Working Group, developing common goals across multiple Federal agencies and helping the acquisition community to understand the differences between poor execution issues and fraud.

While working at DCMA from Jan 1998 to Feb 2004, Ms Pasternak was a Boston Area Counsel and then, Trial Attorney in the Contract Disputes Resolution Center (Team East). She was assigned in Feb 1999 to Feb 2004, as First Chair on three Armed Services Board of Contract Appeal cases, responsible for all stages of trial preparation (discovery (written and oral), motion practice, etc.) and actual trial practice. She negotiated with opposing counsel and *pro se* representatives to conclude disputes by use of alternative disputes resolution settlements and successfully tried a case that resulted in more than \$1 Million dollars of legal costs being denied in an incurred costs dispute.

Ms Pasternak has been a member of the National Contract Management Association since September 1982, serving in myriad positions to include a Boston March Workshop Instructor and the President of the Boston Chapter (2003-2005), the National Board of Directors (2007-2010). She is a Boston Chapter Honorary Life Time Member since March 2009. She is also a member of the American Bar Association's Public Contracts and Litigation Sections, the Armed Forces Communication and Electronics Association (AFCEA) Lexington-Concord Chapter, and has been involved with Habitat for Humanity - North Shore as a Board member and former President.