



RANDY RICHTER

President and Founder – Richter & Company

Randy Richter has over 30 years of business development and technical sales experience within the Federal and telecommunications industries. Prior to founding Richter & Company, he was a Senior Consultant at CAI/SISCO, providing Price to Win and competitive support to Washington Technology Top 100 companies. Previously, Richter served as Vice President of Strategic Business Development for Integrated Communication Solutions, responsible for the capture and operation of long-term programs within the Federal government. Richter also played a key role for a successful telecommunications startup as Director of Systems Engineering, and he served as the principal Network Architect for Overseas Private Investment Corporation; as Manager of End User Computing for MNC Information Services and Calculon Corporation; and as Director of Quality Assurance and Client Support for the CBORD Group. Richter received a B.S. from Cornell University and M.S. from the State University of New York at Cortland. He has completed a wide variety of professional training, including both sales and technical certifications from Cisco, Nortel Networks, 3Com, and Unisphere Networks (now Juniper Networks). Richter has been a featured speaker at Federal conferences, telecommunications industry association events, and technical meetings, and he is an active member of SCIP and APMP.



DARRELL OYER

Principal – H. Bernstein Associates, Inc.

Darrell Oyer, CPA, is an expert in DCAA compliance, application and interpretation of Federal Acquisition Regulations, and Cost Estimating. He served nearly 20 years at DCAA in a variety of positions, from Field Staff Auditor to Assistant Regional Director in the Atlanta region with responsibility for 10 audit offices, and then as Assistant Director in all three functional areas: Operations and Professional Development, Resources, and Policy and Plans. Oyer's work includes developing, implementing and reviewing cost accounting structures, accounting systems, estimating systems, cost control systems, purchasing systems and labor recording systems to ensure compliance with federal procurement accounting requirements. He also performs audits of indirect cost rates for government contractors and assists with incurred cost submissions. Oyer has testified in approximately 30 Board of Contract Appeals and court cases involving cost and government procurement issues. He sits on several Boards of Directors, including QinetiQ US Holdings, Inc. Oyer is a CPA in Virginia; Certified Management Accountant; Certified Professional Contract Manager from the NCMA; Certified Cost Estimator/Analyst from the Society of Cost Estimating and Analysis; and a member of the Procurement Roundtable, a nonprofit organization whose members are former government procurement and contract administration executives. Earlier in his career, he was a partner at Deloitte & Touche and served in the U.S. Air Force as a contract auditor, completing his military service at the rank of Captain. Oyer holds a B.S. in Accounting from the University of Illinois and an M.B.A. from American University.



EDWARD TOLCHIN

Esq. – Offit Kurman

Edward Tolchin, Esq. has over 20 years experience in the area of government contracting, business litigation, and technology. Tolchin represents prime and subcontractors in contract negotiation and formation matters and in disputes involving both government and commercial business issues. Other areas of expertise include bid protests, contract claims, compliance, proposals, data rights, litigation and arbitration, small businesses preferences, mergers and acquisitions, international contracting, security clearance matters and classified contracts. Tolchin has over 200 Federal, state, and administrative decisions reported in the online databases, including many published Federal and state court decisions. Tolchin has been involved in procurement cases before many of the Federal and state boards of contract appeal, Government Accountability Office, Small Business Administration, U.S. Court of Federal Claims, Court of Appeals for the Federal Circuit and other Federal and state courts across the United States. Tolchin's business litigation practice involves large and small matters in Federal and state courts and before numerous arbitration panels. In the technology arena, Tolchin has assisted in disputes, licensing, and business development matters for clients ranging from startups to Fortune 500 companies. Prior to joining Offit Kurman, Tolchin was a partner at a small law firm in Northern Virginia. Tolchin holds bar and court admissions in the District of Columbia, Virginia, and Maryland. He earned a B.A. at Yeshiva University and a J.D. from Georgetown University Law Center.



HARLEY BERNSTEIN

CFO – H. Bernstein Associates, Inc.

Harley Bernstein, CPA, is a proven financial and operations executive with more than 20 years of leadership servicing government markets. A driven professional known for strategic solutions, Bernstein has successfully grown companies, completed turnarounds, and closed equity and funding transactions. He is very knowledgeable in Federal Acquisition Regulations, especially as it relates to the development of DCAA approved accounting systems, incurred cost submissions, establishment of competitive overhead rate pools, business proposals and pricing, GSA schedules, CAS compliance, and contract management. Bernstein has also guided companies through a variety of government and other audits, including DCAA, DCMA, and GSA – many of which required the development of internal controls, policies, and procedures. His experience includes the identification, negotiation, acquisition, and integration of several companies.

Bernstein is a CPA in Virginia and has served as an officer of Zimmerman Associates, Kratos Defense & Security Solutions, and TLA Associates. He currently serves as Board member or advisor to Fortify Ventures, SecureForce (acquired by BRTRC Federal Solutions), and Law Publishers. Bernstein earned his B.S. in finance from Boston University's School of Management.