



Christopher Powell, III  
Principal Partner,  
Marketing and Sales  
PROFILE



**Contract Acquisition Partnership, LLC**

15106 Peregrine Court  
Bowie, MD, 20721

**CAREER**

- Capital Acquisition Partnership  
Principal Partner  
Bowie, MD 2020 –
- The ELOCEN Group, LLC  
Director of Marketing and Sales  
Lanham MD 2018-2020
- The ELOCEN Group, LLC  
Director of Business Development  
Lanham MD 2016-2018
- Capital Acquisition Partnership  
Managing Partner  
Bowie, MD 2014 – 2016
- Re/MAX Allegiance  
Real Estate Agent  
MD and DC 2014 - Present
- Marathon, Inc.  
VP, Chief Operating Officer  
Washington, DC 2011 – 2014
- Configuration, Inc.  
President  
Washington, DC 1989-2011  
TSS Facility Clearance

**EDUCATION / TRAINING**

- James Madison University  
Harrisonburg, VA  
Finance – Bachelor of Arts

**LICENSES / CERTIFICATIONS**

- Licensed Real Estate Professional  
DC, MD
- Advanced Management Education  
National Minority Supplier Development Council  
Kellogg School of Management  
Northwestern University  
Evanston, IL

**AFFILIATIONS / MEMBERSHIPS**

- Omega Psi Phi Fraternity – Psi Nu Chapter  
Active Member

**ACCOLADES / AWARDS**

Christopher E Powell III has recently served as a Business Development, Marketing, and Sales Executive with 27 years of occupational experience selling products and services to the Federal, State, and Municipal government marketplace. In addition, has developed comprehensive knowledge and understanding of the Federal Acquisition Regulations (FAR), Defense Federal Acquisition Regulations Supplement (DFARS), a supplement to the FAR that provides the Department of Defense (DOD) specific acquisitions regulations. Is well versed with White House OMB regulations that have instituted and mandated Spend Under Management (SUM) Guidelines, Including Strategic Sourcing and Category Management.

Has in-depth understanding of how to identify and research federal government databases such as FPDS, USA Spending.Gov, and Acquisition.Gov combined with NAICS and PSC codes to identify soon to expired contracts, their budget offices and the program manager’s.

Extensive experience developing GSA FSA multiple award and GWACS schedules, and other federal strategic sourcing vehicles.

Developed, documented, and published corporate processes and procedures to implement standard operating procedures as it relates to Business Development, Marketing, and Capture Management strategies. Including Accountability charts, forecast, structured leads and opportunity sheets, Score Cards, CRM Capture Strategy, and publishing Department Standard terms and definitions.

**Sample of contracts awarded during tenure with current employer:**

1. 8(a) Stars II GWAC Schedule
2. OOC00RP PSS, GSA MAC Schedule
3. US Customs & Border Protections, Office of Field Operations, Firm Fixed Price, Base + 4 Opt. Yrs., \$875,000
4. Federal Energy Regulations Commission, Firm Fixed Price, Base + 4 Opt. Yrs. \$1,227,595.61
5. Army National Guard Readiness Center, Base + 2 Opt. Yrs., \$3,000,000
6. Bureau of Safety and Environmental Enforcement, Acquisitions Management, Firm Fixed Price, \$274,808.85
7. HHS, ASA, PSC, Base + 4 Opt. Yrs., \$4,000,000
8. Prince George’s County Relocation Services Contract, Base + 2 Opt. Yrs., \$4,000,000
9. Prince George’s County Community College, Construction Management \$675,000
10. University of Maryland Medical Systems, Capital Region Health Center Prince Georges County Construction Management Contract \$750,000.00

Prior to joining The ELOCEN Group, Christopher Powell, was responsible for the receiving in excess of \$125,000,000.00 in Federal contract



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- 2004 Minority Supplier of the Year  
Minority Supplier Development Council  
Capital Region
- 1993 – DC Top Employer  
Washington Post

awards in his prior profession as a Small Business owner in the Facilities Logistics and Operations industries. During his career Christopher developed and sustained relationships through his business development experience with Federal DOD and Non-military agencies, State and Municipal agencies. He obtained and successfully managed Single Award and IDIQ Contracts with various agencies and commercial corporations including but not limited to:

- GSA Integrated Workplace Acquisition Center
- District of Columbia office of Contracting and Procurement
- U. S. Army Corps of Engineers
- Department of Defense - Pentagon
- Ft. Meade
- Dover AFB
- U. S. Coast Guard
- Maryland National Park and Planning
- Department of Defense Schools
- GSA Agency Liaison Division
- U. S. Department of State
- U. S. Department of the Navy
- U. S. Department of the Air Force
- Capital Region Minority Supplier Development Council
- GSA National Furniture Center
- Federal Aviation Administration
- Securities and Exchange Commission

In his previous employment as President and Vice President of two successful Small Business firms, Christopher obtained 8a and HUBZone Certifications, GSA Schedule Contracts, and Supply Schedule Contracts with the District of Columbia. He has an integral knowledge of the contracting process from analyzing and developing business opportunities, effective and strategic marketing, proposal development, and contract management.

As a Logistics and Facilities Management professional, Christopher has executed facilities contracts where he has overseen 1500 personnel in the relocation of agencies such as Naval Sea Systems Command, which relocated from Washington, DC to Millington, TN. His firm was the key provider of logistics, asset management and installation of furniture, fixtures and equipment (FF&E) for the Gaylord National Harbor Hotel.

Christopher’s passion for Federal Contracting led to the development of Contract Acquisition Partnership (CAP), a consulting firm that provides vital assistance to businesses seeking to enter or expand in the Federal contracting arena. His expertise includes, but is not limited to:

- Business Development
- Marketing
- Relationship Management
- Facilities Management
- Operations and Logistics
- Proposal Development
- Contract Management
- Schedule Development
- Financial Management
- Resource Management
- Federal Acquisitions and Regulations (FAR)
- Defense Acquisitions and Regulations (DFAR)
- GSA Contract and Acquisition Programs
- U. S. Small Business Administration Certification and Set-Aside Programs