OKUMEN

Finance leadership for government contractors

FRACTIONAL · INTERIM · PROJECT

CAPABILITY STATEMENT

Core competencies

- Fractional and interim CFO, controller and finance director leadership
- Proposal pricing: cost volumes, labor mapping, basis of estimate, price-to-win
- Indirect rate structure design, provisional billing rates and FPRPs
- DCAA and DCMA readiness, incurred cost submissions, accounting system adequacy
- FP&A: budgets, forecasts, program P&Ls and KPIs
- Service Contract Act and wage determination pricing
- Costpoint and Unanet cleanup, reporting and system migrations
- Due diligence support for GovCon acquisitions and divestitures

Past performance

$400M+
Priced in winning contracts, options and extensions

$169M
Largest single award priced and won (FFP, DHS CBP)

$280M
Largest annual P&L managed

60+
Countries of contract operations supported

- Redesigned an indirect rate structure that turned three years of losses into ~10% net profit
- Priced the $169M firm-fixed-price CBP Tethered Aerostat Radar System (TARS) award
- Led finance teams of up to 14; phased out loss-making contracts to focus on profitable work
- Former Director of Finance at QinetiQ; finance roles at PAE and Fannie Mae

Differentiators

- Senior hands-on delivery: the principal does the work, not a junior team
- CFO and Director of Finance experience at small businesses and large primes
- Trained in mathematics and actuarial science; models built to survive audit
- Experience supporting cleared DoD and federal law enforcement programs

Company data

LEGAL NAME
OKumen LLC

PRINCIPAL
John O'Keeffe, Founder

CUSTOMERS SUPPORTED
DoD, DHS, DOJ, State, USDA

SYSTEMS
Deltek Costpoint, Unanet, IBM Planning Analytics (TM1), Excel/VBA, Python

CONTRACT TYPES
FFP, T&M, labor-hour, cost-plus

ENGAGEMENTS
Fractional, interim and fixed-scope projects; remote or on site

CONTACT
contact@okumen.com
okumen.com
linkedin.com/in/john-o-keeffe-48b70629