

Dorothy Callahan
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Dorothy Callahan is a passionate small business advocate with over 30 years' experience in Acquisition, Contract Management and Supplier Diversity supporting private and federal government. With a background working with the Federal Acquisition Regulations (FAR), Defense Acquisition Relations (DFAR), Small Business Administration (SBA) Size Standards, and a variety of federal, state and local regulations. A thought Leader who makes a positive impact on an organization through her innate ability to leverage relationships, research and customer requirements helping to drive increased revenue to achieve a company's ambitious growth strategies. She is a seasoned veteran in managing multiple subcontractors and partners for large and mid-scale procurements.

Dorothy worked for National Government Services Business Development organization from 2011 to 2019 as the Small Business and Strategic Partnering Director. She developed and enabled small business utilization strategies for the business development, capture and program teams. She worked diligently to identify small business partners and to assist NGS in meeting contract requirements that can provide the maximum competitive advantage.

Prior to joining NGS Dorothy was with the Global Supplier Diversity organization at IBM supporting the commercial business and was the Small Business Liaison Officer for IBM U.S. Federal's Global Business Services Division. Dorothy's career with IBM spanned more than 25 years which included administration, management, contract's management, sourcing strategy, subcontracts management and bid and proposal support. Dorothy was the Sourcing lead in the competitive bid process for IBM's outsourcing of the Data Center and Call Center activities and provided regular counseling, coaching, and training to IBM Management, Procurement, Finance, Sales and Legal staffs regarding small business compliance and requirements. Dorothy also coordinated and managed all corporate activities during the Federal Compliance reviews supporting audits conducted by the Defense Contract Management Agency (DCMA) resulting in the achievement of "exceptional" rating.

Dorothy has been a frequent guest speaker or panel participant at small business events such as CMS Industry Day, Department of Interior SB Outreach, the US Women's Chamber of Commerce National Conference, the National 8A Conference, ACT/IAC Small Business Alliance Committee, Vice President for the National Contract Management Association (NCMA), Woodlawn Chapter and the Montgomery County Chamber of Commerce GovConNet Procurement Conference. She is an active member of many government and non-government organizations. In addition to her dedicated advocacy to small business, NGS received the "Champion of Veteran Enterprise Award" from the National Veterans Coalition and "Partner of the Year Award" from the Montgomery Chamber of Commerce.