



## MICHAEL PERCH

### Managing Director

Road Map Consulting, LLC

Michael Perch is a noted author, lecturer and subject matter expert in the fields of federal and state public procurement, finance and accounting and management. He is the founder and owner of Road Map Consulting (RMC), a management consulting firm that provides consultation, advisory services and executive-level training solutions to organizations worldwide.

Michael's mission at RMC is to provide consulting, advisory and professional training solutions to private and governmental organizations that aid in the improvement of overall quality of service delivery and positively impact the accomplishment of their mission objectives. He also assists in serving the various needs of businesses that are engaged in federal government contracting. At RMC Michael fulfills this mission by consulting with small, medium and large businesses in the area of federal government contracting, business development, contract and project management.

In addition to his primary duties at RMC, since 2020, Michael has served as a Senior Consultant to the DC Small Business Development center (DC SBDC) at Howard University in Washington, DC. Initially brought on to assist DC SBDC clients through the 2020 Cares Act, Michael has continued his work with DC SBDC through the present date. Specializing in Federal Government Procurement as a Subject Matter Expert, Michael has assisted companies with GSA MAS proposal preparation, SBA 8(a) Application Support, Industry Certifications and Program and Project Management Support.

Michael also teaches courses for the George Mason University Federal Government Certificate Program. Furthermore, Perch conducts customized training for Mason's corporate clients in compliance review and training, federal procurement, project and contract management.

Michael has experience providing consulting, financial advisory, and audit services to companies and organizations that range from small to middle market to the Fortune 100. Michael has in-depth experience with the Federal Acquisition Regulations ("FAR"), the Cost Accounting Standards ("CAS"), Office of Management and Budget ("OMB") Circulars and other Federal government procurement regulations. His expertise includes working with companies in a variety of industries, including professional services, defense, information technology, telecommunications, biotech, higher education and not-for-profit organizations.

He has advised numerous commercial companies on how to adapt practices to conform to the unique government contracting regulated environment. Michael has experience with all forms of government contract acquisition matters, from competitive procurements to commercial item exemptions. He assists throughout the entire life cycle of government contracts, as well as providing expert advice on a myriad of complex government contract accounting and contract administration related matters.

Michael also authors custom developed training courses on diverse topics related to public procurement. These courses are delivered through instructor led instruction as well as online, on-demand training.

He is on the faculty at the Public Contracting Institute (<http://www.publiccontractinginstitute.com/faculty/>), where he has authored and delivered government contracting related courses to students around the world. Michael also teaches various government contracting related courses at George Mason University (GMU). Michael also conducts customized training for GMU's corporate clients in compliance review and training, bids and protests and FAR and CAS compliance. He regularly interfaces with the General Accountability Office (GAO) assisting clients with bid protests. He is well-versed in all stages of federal contract law and litigation, including terminations, procurement disputes, protests, procurement integrity and suspensions and debarments.

Michael holds a Master's of Science Degree in Federal Procurement Policy from the Law and Business Schools at The George Washington University. He also is a graduate of Florida A&M University with a Bachelor's Degree in Finance and Accounting. He has also taken Executive Management courses at Dartmouth College. Michael has studied abroad in London, England, Ghana, West Africa and Tel Aviv, Israel addressing the topics of public private partnerships, small business development and technology innovation.

Michael is a Certified Project Management Professional (PMP), Information Technology Infrastructure Library (ITIL) Expert version 3. Michael is a member of the Project Management Institute, National Contract Management Association and the American Small Business Chamber of Commerce.


## CAREER HIGHLIGHTS:


DC SBDC Senior Consultant – Howard University	2020 – Present
Founder and CEO – Road Map Consulting, LLC	2009 – Present
Adjunct Professor – George Mason University	2011 – Present
SCORE Mentor – Washington, DC Chapter	2007 – 2017
Founder and CEO – Corporate Presentation Systems	1989 – 2006

# Michael Perch

## PMP, ITIL, V3

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