

SKYWAY ACQUISITION, LLC

Capability Statement

We bring context to both sides of federal government contracting through consulting, training, and mentoring from former Contracting Officers.

WHO WE ARE

Skyway is a diverse team of experienced former Contracting Officers who are passionate about helping people navigate GovCon. Government acquisition professionals rely on Skyway to bring context to GovCon to accelerate their acquisitions, level up their GovCon skills, and make them more confident acquisition professionals.

WHAT WE DO

The Skyway team has Contracting Officer experience with every facet of federal acquisition. We harness that experience to mentor, coach, and advise our government clients, and we have helped hundreds of organizations navigate government contracts from the industry side. Balanced insight from both sides of GovCon ensures the best acquisition outcomes.

OUR SERVICES

- **The Contracting Officer Podcast:** our mobile training resource that can be used for CLPs.
- **On-Demand Training:** relevant, actionable training and on-demand content, available anytime.
- **Mentorship & Coaching:** one-on-one acquisition problem-solving support and advice.
- **GovCon Training:** across all elements of government contracting, pre-award and post-award.

DIFFERENTIATORS

- **Experience.** Mentorship and advice based on experience, not theory. Our team averages 21 years as Contracting Officers across different agencies and commands, plus an average of 6 years training and advising industry. We bridge the context gap because we understand both sides.
- **Breadth of expertise.** Direct experience across nearly all facets of GovCon: pre-award, post-award, products, services, construction, R&D (including SBIR), and contingency contracting. If a Contracting Officer does it, someone on our team has done it.
- **Current and relevant.** We assess, analyze, and apply the FAR every day, culminating in This Week in Government Contracting and The Contracting Officer Podcast.
- **Results.** Better market research, more effective solicitations, better source selections, cleaner awards, and more balanced interactions with contractors after award.

BY THE NUMBERS

1.6M+ downloads of The Contracting Officer Podcast since 2014 • 580+ podcast episodes and counting

- 2,600+ members in our Contracting Officer Podcast LinkedIn group

PAST PERFORMANCE

Civilian agency clients: NIH, NOAA, GSA, VA, USAID

DoD clients: US Army, US Navy, US Air Force, US Marine Corps, DHS, and the Defense Security Cooperation Agency

KEY PERSONNEL

- **Kevin Jans**, President. USAF & SOCOM Contracting Officer.
 - **Shelley Hall**, VP of Client Services. USAF Contracting Officer. SAM.gov POC.
 - **Cesar Lopez**, Director of Government Sales. USMC Contracting Officer.
-

CONTACT

Shelley Hall, SAM.gov POC • (877) 884-5280 x802 • shelly.hall@skywayacq.com

connect@skywayacq.com • skywayacq.com • Based in Clearwater, FL • Available nationwide

COMPANY DATA

Skyway Acquisition, LLC • 601 Cleveland St, Suite 501-13, Clearwater, FL 33755

NAICS: 541611, 611430, 516210 • PSC: R707, R424, U009, 7A21

UEI: NFHLC61NW9Y6 • CAGE: 9GMB2