



HEARD ADVISORY

Federal Acquisition & Contractor Advisory Services

Capability Statement

Company Overview

Heard Advisory & Consulting, Inc., founded by Derrick L. Heard in 2025, is a strategic advisory firm dedicated to helping businesses and nonprofit organizations navigate and thrive in the federal acquisition environment. With over 35 years of executive-level experience in federal procurement, leadership, and compliance, the firm provides high-impact solutions that empower clients to compete successfully and perform with excellence.

Core Competencies

- Federal acquisition strategy & executive policy alignment
- Strategic planning & federal market expansion
- Organizational change management & enterprise transformation
- Compliance reviews, risk mitigation, and cybersecurity advisory
- Real-time procurement advisory & subject matter expert (SME) access

Contractor Oversight & Program Support

- Acquisition strategy development and FAR-aligned contract planning
- Contract oversight, policy governance, and performance monitoring
- Regulatory compliance (FAR, HHSAR, HIPAA, CMS) and audit readiness
- Small business strategy (8a, HUBZone, SDVOSB, WOSB) and subcontracting support
- Acquisition innovation, vendor engagement, and agile implementation
- Security access protocols, PIV coordination, and data privacy consulting
- Internal controls, documentation, and audit defense preparation

Founder Profile: Derrick L. Heard

Derrick L. Heard is a nationally recognized federal acquisition executive with over 35 years of public service experience. He previously served as the Director of Acquisition and Grants Management and Head of Contracting Activity at the Centers for Medicare & Medicaid Services (CMS), leading a \$12B annual portfolio. Mr. Heard is a Certified Professional Contracts Manager (CPCM), Certified Grants Management Officer (CGMO), and recipient of the Presidential Rank Award for Meritorious Service. He also earned an Executive Certificate in Leadership and Character in Uncertain Times from the Harvard Kennedy School.

