



Speaking Engagements

SPEAKING TOPICS: **Business Development; Capture Management; Federal Proposal Management/Writing; Event Moderation; Government Contracting; Procurement**

- AFCEA Small Business Committee M&A Webinar (2021)
- Summit Insight: New Administration Opportunity Outlook (2021)
- AFCEA Small Business Committee Best in Class Webinar – Panel Moderator (2020)
- AFCEA Small Business Committee CMMC Webinar – Panel Moderator (2020)
- The Pulse of GovCon LLC. “Capture Management 101 Webinar.” (2020)
- Prince William County Chamber of Commerce. “Giving Q4 Some Forethought.” (2020)
- Privia Virtual User Conference (2020)
- Protest-Proof Your Proposal: Common Technical Proposal Issues (That Could Lose You the Award in a Protest) (2020)
- The Pulse of GovCon LLC. “Proposal Management 101 Webinar.” (2020)
- George Mason University. “Leading Patriots: Entrepreneurship and New Ventures.” (2020)
- WIT WBO SIG. “Take Your Technology into the Future.” (2020)
- National Veteran Small Business Coalition (NVSBC) Washington, DC Chapter. “2019 Recap & 2020 Forecast: Navigating Fed Biz Opps for Veteran SB Owners.” (2020)
- Public Spend Forum. “Closing the Deal: How to Win in Government Contracting” Presentation. (2020)
- Smith, Patcher, McWhorter LLC. “How to Protest Proof Your Proposal Lunch & Learn”. (2020)
- APMP NCA. Mid-Atlantic Conference (MAC) Conference and Expo Presenters. (2019)
- Government Executive Media Group. The Future of Government Work Summit Host. (2019)
- APMP NCA. Annual Capture Breakfast Keynote Speaker. (2019)
- Jennifer Schaus and Associates. “GovCon Cold Calling -5 Ways to Warm Up Your Approach”. (2019)
- Jennifer Schaus and Associates. “5 Ways to Leverage Non-BD In Your Sales Approach.” (2019)
- Public Spend Forum. “Missed Connection: Looking for Mutual GovCon Understanding”. (2019)
- Loudoun GovCon. “Creating a Team to Win IDIQ Contracts Task Orders”. (2019)
- Summit Insight. “Trendspotting Federal FY19”. (2019)
- National Veteran Small Business Coalition (NVSBC) Washington, DC Chapter. “Upcoming Opportunities for SDVOSB/VOSB Firms: FY 2019”. (2018)
- Govmates Patriot Institute. “Top Opportunities in FY18 and FY19”. (2018)
- U.S. General Services Administration (GSA) Office of Small & Disadvantaged Business Utilization (OSDBU). “How to Market Your GSA Schedule”. (2018)
- U.S. General Services Administration (GSA) and U.S. Women’s Chamber of Commerce (USWCC). “Tips for Achieving Success as a WOSB on a GSA Schedule”. (2018)
- National Veteran Small Business Coalition (NVSBC) Washington, DC Chapter. “Upcoming Opportunities for SDVOSB/VOSB Firms: FY 2018”. (2017)
- Novetta’s Advanced Analytics Executive Leadership Development Program. “Big Game Hunting: IDIQ’s, GWAC’s, and BPA’s”. (2017)
- Distinguished JMU Alumna gives Welcome at WRTC 2017 Awards Ceremony (2017)
- Coffee & Contracting: GovCon Network Series for the Greater Reston Chamber of Commerce. “FY18 Trends: How to Maximize Congress Negotiations”. (2017)
- Coffee & Contracting: GovCon Network Series for the Greater Reston Chamber of Commerce. “Steps to Fast Track Your GovCon Opportunities”. (2016)



External Publications

TOPICS OF EXPERTISE: **Government Contracting; Procurement Data; Government Agencies; Industry News & Trends**

- [Washington Business Journal: What will four years of Biden-Harris leadership mean for local businesses?](#) (2020)
- [Washington Business Journal: What will the next president mean for future defense and IT contract spending.](#) (2020)
- [Federal News Network: Change is hard vs. real problems: The tale of the beta.sam.gov portal](#) (2020)
- [NextGov: Procurement Reporting Tool Is Moving to SAM But FPDS.gov Isn't Going Anywhere](#) (2020)
- [Washington Technology: Early glitches damper launch of FBO.gov's successor](#) (2019)
- [NextGov: Users Had to Wait a Little Longer for GSA's FedBizOpps Replacement](#) (2019)
- APMP NCA EZINE Volume 24 Issue 4, 2017 Absence Makes the PWIN Fonder (Winner of Best eZine article, 2018)
- [APMP 2017 Spring Issue: "A Case for Diversification in Proposal Consulting" by Amber Hart](#)
- ["Category Management 2018 Update: A Guide for Government Contractors" \(2018\)](#)
- ["Buyer's Research: How to Build Your Federal Opportunity Pipeline" \(2018\)](#)
- ["Category Management: 3 Resolutions Every Government Contractor Needs to Embrace in 2017" \(2017\)](#)
- ["Dead on Arrival? Dissecting Trump's First Budget from a Proposal Professional's Perspective" \(2017\)](#)
- ["Under Construction: How GovCon Can Adapt to the Fed's Undecided Priorities" \(2017\)](#)
- ["Contract Lingo Bingo: A Guide to Understanding IDIQs, GWACs, and BPAs" \(2017\)](#)
- ["What is Category Management" \(2016\)](#)
- ["The Pitfalls and Upswings of Category Management for Government Contractors" \(2016\)](#)
- ["What Does Category management have to do with Me, The Business Development Professional?" \(2016\)](#)
- Over 40 articles developed by Lisa and Amber (The Pulse) [as seen here](#) (2018 - Present)

Broadcast

TOPICS OF EXPERTISE: **Government Contracting; Procurement Data; Government Agencies; Industry News and Trends**

- [Federal Game Changers Ep 120: Automation in GovCon \(2020\)](#)
- [Critical Update: Did COVID-19 Push More Agencies Into the Cloud? \(2020\)](#)
- [Project 38: What GovCon's new 'business as usual' looks like during pandemic \(2020\)](#)
- [Experts Break Down GSA's Abrupt Cancellation of \\$15B Small Business IT GWAC \(2020\)](#)
- The Bridge, "Procurement Reform". (2017)
- The Bridge, "A Conversation with Amber Hart: Wall Street in Government Contracting". (2017)

Interviews

TOPICS OF EXPERTISE: **Government Contracting; Entrepreneurship; Business Management**

- [Amber Hart and Lisa Shea Mundt on Insights from The Pulse of GovCon \(2021\)](#)
- [The Pulse aims to 'Shred' the myths of contracting \(2019\)](#)
- [Distinguished Alumna Gives Welcome at the WRTC 2017 Awards Ceremony \(2017\)](#)
- [Proposal Consultant Praises Remote Work for Focus \(2017\)](#)
- [Lisa Shea Mundt Named Chair of WashingtonExec Rising Stars of GovCon Committee \(2016\)](#)