

Jacqueline M. Shiner, MPA



Jacqueline Shiner has more than 18 years' experience in Federal Government Contracting developing pricing, proposals, and indirect rates that have helped companies win, successfully execute, and ultimately profit from government, donor, and commercial contracts. She has worked on both small and large (billion dollar-plus), highly technical proposals and contract opportunities. In addition, she has expertise in virtually every aspect of proposals for international development, manufacturing, product-based, as well as performance-based service contracts. Ms. Shiner prides herself on being personally involved in every step of proposal development and contracting—from identifying and analyzing requests for information/proposals (RFIs and RFPs), to working with technical staff on work breakdown structures, to negotiating face-to-face with the customer. Ms. Shiner has mentored a number of US and international small businesses and non-profit organizations, helping them to develop pricing and technical strategies, indirect rates, contract management and understanding of federal and donor guidelines and requirements. She provides training to small businesses, projects, and home office staff in guidelines and regulations, contracting mechanisms, and contracting terminology. Ms. Shiner co-developed the procurement and government contract management concentration courses for Norwich University.