



Subcontract Flowdowns – A Primer
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Presenter Biography

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Jeffrey White is Founder and CEO of J.A. White & Associates Inc. A leading industry firm in Federal Contracting and Compliance consulting offering a tailored line of advisory services to clients.

With over 38 years of experience in both the private and public sectors, White's expertise has led his firm to have an unprecedented 100% approval rate of Contractor Purchasing System Reviews (CPSR) and other Business System assessments.

The design of document automation, CPSR ProDocs, was spearheaded by visionary, Jeffrey White. Used by small and large government contractors, the software streamlines the Procurement workflow process by leveraging a company's existing enterprise platform and automates compliance-related Procurement file documentation. A company's benefits may include cost savings, 100% accuracy, increased CPSR success, error reduction and lead time reduction. White's clients currently include government agencies, prime contractors, and subcontractors across the United States, Europe, and the Middle East.

White is a noted U.S. and International speaker for the Institute for Supply Management (formerly NAPM), the National Institute of Governmental Purchasing (NIGP), the National Contract Management Association (NCMA), and other Procurement organizations.