

Denise >
Buczek

CONTACT---ME

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President | Founder of ClearCoast

Ms. Buczek, President and Founder of ClearCoast, is a recognized government contracts consultant with over 25 years experience in government acquisition and related areas in the fields of information technology, engineering and project management. As a senior business executive, she provides clients with high-level consultation and years of Best Practices collected from her experience on how to penetrate and succeed in federal and state government markets.

Skills | Qualifications

Her specific areas of expertise include:

- GSA Multiple Award Schedules Program
- California Multiple Award Schedules (CMAS) Program
- Strategic and Business Planning
- Market Positioning and Collateral Development

In 2000, Ms. Buczek created ClearCoast, a unique business consulting firm which marries knowledge of a wide variety of industry markets, specific understanding of procurement rules and how to bid and win government contracts. Now located on the West Coast in Dana Point, California, Ms. Buczek brings this knowledge to help senior executives and company Presidents' throughout industry increase revenues through effective government contract and marketing strategies.

Ms. Buczek is known for her expertise and 100% track record in contract awards through GSA's Federal Supply Schedules program. This \$40 billion program in FY2010 is the leading procurement contract vehicle in the federal government, without which, it has become nearly impossible to succeed in the government marketplace. Ms. Buczek knows how to impact decisions with GSA's contracting officers to help achieve her clients' business goals and to gain a successful contract award. During the past few years, Ms. Buczek has expanded her practice to help clients understand the dynamics of marketing to the federal and state government to capture business.

Work | Experience

Prior to founding ClearCoast, Ms. Buczek worked with several small business companies leading them through start-up, survival, turnaround and growth modes. She was responsible for the marketing, proposal development and contract negotiations for these companies. Ms. Buczek also worked with Booz, Allen, Hamilton, a global strategy and technology consulting firm. She served as a senior consultant in the US Government Business Practice working with Defense and Intelligence clients. Prior to that, she worked as a test engineer at the Naval Air Station in Patuxent River, Maryland testing navigation and communication systems in Anti-Submarine Warfare (ASW) aircraft. She earned her certification to fly in naval aircraft logging 30 hours flight time in ASW test missions.

Education | Associations

Ms. Buczek received a B.S., Electrical Engineering from West Virginia Institute of Technology. She is a member of the National Contract Management Association (NCMA). She serves on the Board of Directors for a non-profit 501c (3) organization, the Golden Retriever Club of Greater Los Angeles Rescue.

Clients | Raving Fans

- Applied Minds, Inc.
- ASIS International, Inc.
- AssetSmart
- AVDeals America
- Back Country Driving School
- Barrier1 Systems
- BRI Consulting Group
- Budget Janitorial, Inc.
- Colonial Flag
- COMNET Communications
- Cooperlabs, LLC
- Copeland Design, Inc.
- Digital Data Services, Inc.
- Diversitec
- DRI Companies
- Duff & Phelps
- Enterprise ArchiTechs Corp
- eSecurity ToGo, LLC
- Exalt Communications
- First American Core Logic, Inc.
- Garton Tractor
- Georgia Hydraulics, Inc.
- Global Security International
- Global Tracking Communications
- Goodrich Corporation
- Intuitive Surgical, Inc.
- IPC International
- MDA Information Systems
- MILSPEC Industries
- Military Systems Group
- NJW Consulting
- On Target Voice & Data, Inc.
- Premier Data Services, Inc.
- Roth Hill, Inc.
- San Joaquin Chemicals, Inc.
- SCGi, Inc.
- S. Groner Associates, Inc.
- ShellSoft
- Soil Nail Launcher, Inc.
- Solar City, Inc.
- Sounding Board Marketing & Communications
- Starline Supply Company
- Stevenson Industries
- Total Barrier Works
- TouchTable, Inc.
- TreMonti Consulting
- Truss Crane dba All Purpose Document Destruction
- Walters Wholesale
- Yardi Systems, Inc.

