

## Karen Williams



<https://www.score.org/mentors/karen-ann-williams>

I can help you do business with the Federal Government and understand the Federal procurement process.

As a former vice president of corporate contracts, pricing & supply chain at Northrop Grumman Corporation (a major aerospace & defense firm), I understand how the Federal Government works. I can help you register in SAM, review your 8(a) application, respond to an RFP, and market your firm to prime contractors.

I have developed and implemented company-wide supply chain strategies and key processes, including socio-economic business planning, strategy and compliance relative to its supply chain. I have managed enterprise solutions and business operations in areas such as global command, control, and communications; enterprise infrastructure; cyber security and identity management; and business transformation.

I was also an instructor in Northrop Grumman program management and capture courses, and I was the founding sponsor of Northrop Grumman's Women in Leadership Program, a program established to promote the professional growth of women professionals, and I served on the company's Executive Inclusion and Diversity Council.

Client comments include:

"My SCORE counselor is fantastic. Our first meeting and follow-up emails have been extremely beneficial to me. I wish I had contacted SCORE earlier." M. Thomas

"She knew all the answers, gave advice, so friendly, showed she really cared, made sure we see her again; by far this is the best customer service that we have ever received. I am genuinely impressed by her." R. Josephs

"Karen went above and beyond to provide me with the information I needed, one-on-one." K. Gambrell