



**Deborah E. Nixon**  
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In a career that has spanned four decades, there is little that **Deborah Nixon** has not seen. As a nationally recognized expert advising on strategic positioning and risk mitigation, she enables executives and their attorneys' decision-making to achieve Government contracting objectives. As a consultant, executive, teacher and mentor, she has honed her skills and applied an exceptional depth and breadth of knowledge of the statutes, regulations and business practices governing organizations contracting with the Federal Government. Her experience, insight and passion have made her a sought-after speaker and advisor for those charged with navigating complex Government contracting challenges. With over 30,000 hours consulting with more than 500 clients – Deborah is committed to helping Government contractors thrive in this heavily regulated market space.

Deborah's professional services extend to Cost Accounting Standards; Contractor business systems and related internal controls; Contract pricing including commercial pricing and Federal Supply Schedule (FSS) contracts; Indirect cost rates throughout the contract lifecycle; External and internal restructurings including merger, acquisition and integration activities; Requests for equitable adjustments and contract claims including termination settlement proposals; Regulatory reserve analysis and Litigation support including providing expert witness testimony and preparing cost analysis before Government administrative boards, court of claims and arbitration proceedings in addition to internal investigations and disclosure efforts.

Prior to founding **Crosshair Advisors**, a national woman-owned boutique consultancy dedicated to helping companies and attorneys navigate complex US Government contracting regulations, Deborah was a Partner with **Ernst & Young's Government Contract Services** practice where she retired after almost 25 years of service. Before becoming a consultant, she held management positions with Fortune 500 companies to include **General Dynamics** and **Motorola**.

Presenting for industry and client forums in the U.S. and abroad for organizations including **Federal Publications Seminars**, **American Conference Institute** and **Marcus Evans Group**, Deborah is a thought leader shaping industry perspective in publications and sharing keen insights through her blog, website and other forums. She has appeared on television shows such as Government Contracting Weekly and the Washington Business Report discussing Government contracting issues.

Deborah is a licensed CPA in the District of Columbia and Virginia. She earned her B.S. in Finance and Economics and completed graduate accounting course work. She is a past chapter president of the Institute of Management Accountants and a member of the American Bar Association, National Contract Management Association, American Institute of CPAs and Greater Washington Society of CPAs where she has chaired the Government Contracting Council and was a member of the Board of Governors.