

Eric Stevens
Sr. Director of Business Operations

Quick Facts

- ✓ 30+ years of experience as a financial business partner
- ✓ Serves on Karna’s leadership team as the finance leader in business operations.

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I do what I do because I believe the finance function can add tremendous value to a business and plays a crucial role in the success of the business as a whole.

Eric Stevens is the Senior Director of Business Operations for Karna, LLC. Formerly, he served as the Director of Finance and Accounting for L3 Harris Adaptive Methods. There, he led the back office transition of newly acquired Adaptive Methods Inc. into a business unit of L3 and then L3 Harris, and provided financial and pricing support enabling over \$100M of contract wins.

Eric founded CFO Services, a consultancy specializing on delivering a wide range of CFO Services to a variety of government contracting clients. Their services included price-to-win and proposal pricing support, buy-side mergers and acquisition support, federal compliance and audit support, and federal indirect rate support.

He also served as the Divisional CFO of Xerox Federal Solutions, LLC, where he transformed the Finance & Accounting function into a DFARs & CAS compliant entity able to propose on a wide variety of government contract types. He worked across the organization to remediate numerous legacy finance and accounting issues that hindered competitiveness in pursuing new federal contracting opportunities, including supporting contract wins of \$1B.

Previously, Eric served as the VP of Finance for MAXIMUS Federal Services. There, he helped grow the portfolio of federal contracts from \$70M ARR to \$200M + ARR by leading the pricing for large, complex RFPs. He successfully led government compliance efforts with a variety of government customers and audit agencies.

He holds an MBA in Finance from University of Rochester, Simon School of Business.

Eric has lived in Leesburg, VA for almost 25. He has two grown children, Libby and Matt, who are finding their way in their chosen fields of Psychology and Engineering. In his free time, Eric spends lots of time outdoors, as an avid cyclist who enjoys long distance rides (50-100 miles), and a hiker who has accumulated many (220) miles on the Appalachian Trail, in addition to many other trails.

Expertise

- Finance
- Accounting
- Pricing
- Government compliance
- FAR
- DFAR
- CAS
- SOX
- Financial Modeling