

SEMINARS /WEBINARS/ COURSES

***NOTE SOME TRAINING MAYBE CHANGE TO A LIVE VENUE**

SEMINARS AND ONLINE TRAINING TITLE	
I AM REGISTARTED IN SAM.GOV, NOW WHAT? <ul style="list-style-type: none"> • THE CHRONICLES OF SAM.GOV 	COURSE
NO ONE CALLS YOU; CAPABILITY STATEMENT REVIEWS THIS SESSION WILL BE IN RESPONSE TO A "REAL", CAPABILITY STATEMENT REQUEST FROM EITHER A DoD OR CIVILIAN FEDERAL AGENCY.	SEMINARS AND WEBINARS
ANSWERING THE 911 CALLS OF FEDERAL CONTRACTING THIS CLASS WILL ADDRESS THE CHARACTERISTICS OF AN "URGENT AND COMPELLING" NEED. THIS COURSE WILL EXAMINE THE USE OF ALL FAR JUSTIFICATION	SEMINARS AND WEBINARS
UNDERSTANDING CONTRACTING LIMITATIONS AND HOW TO MANEUVER WITHIN THEM	SEMINARS AND WEBINARS
ADDRESSING PAST PERFORMANCE & PAST EXPERIENCE PAST PERFORMANCE / EXPERIENCE MADE EASY.	SEMINARS AND WEBINARS
REQUEST FOR PROPOSAL [RFP] WALK THRU	COURSE
UNDERSTANDING YOUR CONTRACTS OPTIONS -"OPTION CLINS V. OPTION YEARS" THIS CLASS WILL DISCUSS "OPTIONS" TO INCLUDE ITS PROVISIONS, CLAUSES, PRACTICES, AND APPLICABLE CASE LAW.	SEMINARS AND WEBINARS
MULTIPLE YEAR AND MULTI-YEAR CONTRACTS. THIS CLASS WILL DISCUSS M&M YEAR AWARDS TO INCLUDE ITS PROVISIONS, CLAUSES, PRACTICES, AND APPLICABLE CASE LAW.	SEMINARS AND WEBINARS
YOU DON'T NEED CAPITAL / CREDIT TO BE A FEDERAL CONTRACTOR THIS COURSE ADDRESSES THE GOVERNMENTS WHEN IF EVER SHOULD YOU CONSIDER BUSINESS LOANS FOR YOUR GOVERNMENT CONTRACTING BUSINESS.	SEMINARS AND WEBINARS
WHEN FIXED PRICE AWARDS BITE THIS CLASS WILL VIEW AND DISCUSS SEVERAL GAO AND COFC CASES WHERE FIXED PRICE AWARDS CAME BACK TO BITE THE AWARDEE, WHEN THEIR BID FAILED TO...	SEMINARS AND WEBINARS
WALKING THRU A PROTEST THIS CLASS WILL WALK THROUGH [2] GAO PROTESTS, IN FAVOR OF THE CONTRACTOR AND AGAINST THE CONTRACTOR.	SEMINARS AND WEBINARS
INSTRUCTIONS TO OFFERORS - UNDERSTAND THE FULL PROPOSAL PROCESS	SEMINARS AND WEBINARS
THE SCOPE IS AMBIGUOUS-DO SOMETHING ABOUT IT! THE RFQ STATED THAT TECHNICAL MERIT WAS MORE IMPORTANT THAN PAST PERFORMANCE, WHICH IN TURN WAS MORE IMPORTANT THAN PRICE.	SEMINARS AND WEBINARS
IS IT TOO LATE TO SEND IN QUOTE/ BID PROPOSAL	SEMINARS AND WEBINARS
THE "RULE OF TWO" IS NOT YOUR FRIEND! THIS COURSE ADDRESSING THE THEORY... WHAT THE BIG PRINT PROVIDES, THE SMALL PRINTS CONFISCATE.	SEMINARS AND WEBINARS
REQUEST FOR QUOTE [RFQ] WALK THRU	COURSE

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DON'T FALL FOR THE NAICS CODE TRAP - NAICS CODES CAN BE USED TO THE LIMITED ACCESS BY SMALL BUSINESS. WHEN THE GOVERNMENT USES THE INCORRECT NAICS CODE YOU NEED TO KNOW WHEN....	SEMINARS AND WEBINARS
SEND IN TWO OR MORE BIDS / QUOTES [WHEN & HOW]	SEMINARS AND WEBINARS
DEBRIEFS -THIS CLASS WILL BRIEF APPLICABLE CONTRACT CLAUSE, AND CASE LAW	SEMINARS AND WEBINARS
ARE YOU AN "INTERESTED PARTY" TO A PROTEST - THIS CLASS WILL BRIEF APPLICABLE CASE LAW.	SEMINARS AND WEBINARS
CHALLENGING A PROPOSED SOLE-SOURCE ACQUISITION? HOW, WHEN & WHERE	SEMINARS AND WEBINARS
ADDRESSING PAST PERFORMANCE BLUES - THIS CLASS WILL BRIEF APPLICABLE RULES AND CASE LAW.	SEMINARS AND WEBINARS
"UNUSUAL AND COMPELLING URGENCY" ...NOT SO FAST!	SEMINARS AND WEBINARS
DELAYS AND WHO PAYS - DELAYS FAR 52.242—17	SEMINARS AND WEBINARS
TERMINATIONS & DEFAULTS - DEFAULTS FAR 52.249—8	SEMINARS AND WEBINARS
DEVELOPING A CONTRACTORS TEAM ARRANGEMENT (CTA)	COURSE

UNDERSTANDING THE SOURCE SELECTION PROCESS	SEMINARS AND WEBINARS
UNDERSTANDING THE COMPETITIVE RANGE PROCESS -WHEN YOU HAVE BEEN EXCLUDED.	SEMINARS AND WEBINARS
UNDERSTANDING THE PRE-AWARD NOTIFICATION TO UNSUCCESSFUL OFFEROR'S	SEMINARS AND WEBINARS
DEBRIEFINGS -CHOOSE CAREFULLY!	SEMINARS AND WEBINARS

THE 10-DAY PROTEST CLOCK - STARTED LAST WEEK AND YOU WERE NOT AWARE!	SEMINARS AND WEBINARS
CHANGES CLAUSE – CAN THE GOVERNMENT CHANGE THE REQUIREMENT ?	SEMINARS AND WEBINARS
CLAIMS, CLAIMS, CLAIMS, AND MORE CLAIMS	COURSE
TERMINATIONS FOR DEFAULT, NOW WHAT.	SEMINARS AND WEBINARS
TERMINATIONS FOR CONVENIENCE, NOW WHAT.	SEMINARS AND WEBINARS
CONTRACTOR PERFORMANCE ASSESSMENT REPORTING SYSTEM (CPARS)	SEMINARS AND WEBINARS
UNDERSTANDING FAR 15 NEGOTIATED REQUIREMENTS	SEMINARS AND WEBINARS
UNDERSTANDING FAR 12 / 13 SIMPLIFIED REQUIREMENTS	SEMINARS AND WEBINARS
REQUESTS FOR EQUITABLE ADJUSTMENT [WHEN-WHY]	SEMINARS AND WEBINARS
20 MOST COMMON AND SUCCESSFUL -SUSTAINED PROTEST, CASE LAW	SEMINARS AND WEBINARS
WHEN TO SEND IN 2 BIDS, REALLY.	SEMINARS AND WEBINARS
PAST PERFORMANCE / EXPERIENCE MADE EASY.	SEMINARS AND WEBINARS
UNDERSTANDING THE BPA, YOU DON'T HAVE A CONTRACT, YOU HAVE AN AGREEMENT	SEMINARS AND WEBINARS