

Live Online Seminars

Seminar Title	COURSE LEVEL INTRO- MID- SENIOR	FEES CLASS & MATERIAL	FREE TO MEMBERS	DATE	VENUE
INTRO TO FEDERAL CONTRACTING	INTRO	NO COST	YES	2 Session Remaining in FY22	
I AM REGISTERED IN SAM.GOV, NOW WHAT?	INTRO	C- \$49.00	YES	See FY23 Schedule	
MAKE SAM.GOV WORK FOR YOU	INTRO	C- \$49.00	YES	See FY23 Schedule	
WHY YOUTUBE IS DANGEROUS TO YOUR BUSINESS	INTRO	NO COST	YES	See FY23 Schedule	
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.	INTRO	C- \$49.00	10% DISCOUNT	Closed	
EXAMINING EVERY SAM.GOV NOTICE TYPE AND THEIR IMPACT	MED	C-\$299.00 M-\$99.00	10% DISCOUNT	See FY23 Schedule	
GUARD YOUR QUOTE CAREFULLY_ MARKET RESEARCH V. REQUEST FOR QUOTE	INTRO	C- \$49.00	INTRO	See FY23 Schedule	
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 Justifications, ...	INTRO	C- \$49.00 M- \$25.00	10% DISCOUNT	Closed	
UNDERSTANDING CONTRACTING LIMITATIONS	MED	C-\$299.00	MED	3 Seats Remaining	
ADDRESSING PAST PERFORMANCE & PAST EXPERIENCE	MED	C-\$299.00 M-\$99.00	10% DISCOUNT	Closed	
YOU CAN'T HANDLE THE TRUTH OF A "RFP" This class discusses the required advance knowledge of Federal Contracting need by a contracting in responding to a request for proposal (RF...	SENIOR	C-\$299.00 M-\$99.00	10% DISCOUNT	Closed	

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<p>OPTION CLINS V. OPTION YEARS CONTRACTS This class will discuss “Options” to include its provisions, clauses, practices, and applicable case law.</p>	SENIOR	C-\$299.00 M-\$99.00	10% DISCOUNT	See FY23 Schedule	
<p>MULTIPLE YEAR AND MULTI-YEAR CONTRACTS. This class will discuss M&M Year Awards to include its provisions, clauses, practices, and applicable case law.</p>	SENIOR	C-\$299.00 M-\$99.00	10% DISCOUNT	See FY23 Schedule	
<p>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...</p>	SENIOR	C-\$299.00 M-\$99.00	10% DISCOUNT	See FY23 Schedule	
<p>WALKING THRU A PROTEST This class will walk through [2] GAO protests, in favor of the contractor and against the contractor.</p>	SENIOR	C-\$299.00 M-\$99.00	10% DISCOUNT	See FY23 Schedule	
<p>PREPARING EFFECTIVE PROPOSALS A detailed course of the proposal preparation and source selection processes -- from both the contractor and Government perspectives –</p>	MED	C-\$299.00 M-\$99.00	10% DISCOUNT	See FY23 Schedule	
<p>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.</p>	MED	C-\$299.00 M-\$99.00	10% DISCOUNT	Closed	
<p>IS IT TOO LATE TO SEND IN QUOTE/ BID PROPOSAL</p>	MED	C-\$299.00	10% DISCOUNT	See FY23 Schedule	
<p>UNDERSTANDING THE DIFFERENCE IN QUOTES / BIDS / PROPOSALS/ RFP/ RFQ. ETC AND THEIR IMPACT</p>	MED	C-\$299.00	MED	Closed	

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THE SOURCE SELECTION PROCESS -WALK THRU This class will brief applicable Contract Types Clause, Provisions, Christian Doctrine, SBA Rules.	SENIOR	C-\$299.00 M-\$99.00	10% DISCOUNT	See FY23 Schedule	
DON'T FALL FOR THE NAICS CODE 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 and...	INTRO	NO COST		Closed	
THE GOVERNMENT WANTS EXTRA WORK FROM ME, NOW WHAT? This class will brief applicable Contract Types Clause, Provisions, Christian Doctrine, SBA Rules.	SENIOR	C-\$299.00 M-\$99.00	10% DISCOUNT	See FY23 Schedule	
SEND IN TWO OR MORE BIDS / QUOTES [When & How]	MED	C-\$299.00 M-\$99.00	10% DISCOUNT	4 Seats Remaining	
DEBRIEFS This class will brief applicable Contract Clause, and Case Law	MED	C-\$299.00 M-\$99.00	10% DISCOUNT	See FY23 Schedule	
QUALIFY AS AN "INTERESTED PARTY" This class will brief applicable Case Law.	SENIOR	C- \$49.00 M- \$25.00	10% DISCOUNT	5 Seats Remaining	
CASE LAW THURSDAY	ALL LEVELS	NO COST - MEMBERS ONLY	NO COST - MEMBERS ONLY	See FY23 Schedule	
Challenging a proposed sole-source acquisition? How, When & Where	MED	C-\$299.00 M-\$99.00	10% DISCOUNT	See FY23 Schedule	
ADDRESSING PAST PERFORMANCE BLUES - This class will brief applicable Rules and Case Law.	MED	C-\$299.00 M-\$99.00	10% DISCOUNT	See FY23 Schedule	
UNDERSTANDING BONDS PAYMENT / PERFORMANCE This class will brief applicable Rules and Case Law.	MED	C- \$49.00 M- \$25.00	10% DISCOUNT	See FY23 Schedule	
MASTERING YOUR PROJECT IN SAM.GOV FINDING YOUR PROJECT * FOLLOWING AMENDMENTS * WHEN TO SUBMIT	INTRO	C-\$299.00 M-\$99.00	10% DISCOUNT	See FY23 Schedule	

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QUESTIONS* WHEN TO PROTEST AND MORE.....					
DELAYS AND WHO PAYS DELAYS FAR 52.242—17	MED	C-\$299.00 M-\$99.00	10% DISCOUNT	See FY23 Schedule	
DEFAULTS DEFAULTS FAR 52.249—8	MED	C-\$299.00 M-\$99.00	10% DISCOUNT	See FY23 Schedule	
THE VETS FIRST CONTRACTING PROGRAM The Vets First Contracting Program within the Department of Veterans Affairs (VA) was created...		NO COST	NO COST	See FY23 Schedule	
EXCUSABLE DELAYS FAR 52.249—14	MED	C-\$299.00 M-\$99.00	10% DISCOUNT	See FY23 Schedule	
“UNUSUAL AND COMPELLING URGENCY” ...NOT SO FAST! FAR 6	MED	C-\$299.00 M-\$99.00	10% DISCOUNT	See FY23 Schedule	
CONTRACT CHANGES	SENIOR	C-\$299.00 M-\$99.00	10% DISCOUNT	See FY23 Schedule	
CONTRACT INTERPRETATION, CHANGES, AND OTHER TOPICS OF DISPUTE	SENIOR	C-\$299.00 M-\$99.00	10% DISCOUNT	See FY23 Schedule	
DEVELOPING A CONTRACTORS TEAM ARRANGEMENT (CTA)	SENIOR	C-\$299.00 M-\$99.00	10% DISCOUNT	See FY23 Schedule	