

SEMINAR TITLE	COURSE LEVEL <ul style="list-style-type: none"> <li>• INTRO-</li> <li>• MID-</li> <li>• SENIOR</li> </ul>
<b>INTRO TO FEDERAL CONTRACTING</b>	INTRO
<b>I AM REGISTERED IN SAM.GOV, NOW WHAT? &amp; MAKE SAM.GOV WORK FOR YOU</b>	INTRO
<b>WHY YOUTUBE IS DANGEROUS TO YOUR BUSINESS</b>	INTRO
<b>NO ONE CALLS YOU; CAPABILITY STATEMENT REVIEWS</b> This session will be in response to a “REAL”, capability statement request from either a DoD or Civilian Federal Agency.	INTRO
<b>EXAMINING EVERY SAM.GOV NOTICE TYPE AND THEIR IMPACT</b>	MED
<b>GUARD YOUR QUOTE CAREFULLY_ MARKET RESEARCH V. REQUEST FOR QUOTE</b>	INTRO
<b>ANSWERING THE 911 CALLS OF FEDERAL CONTRACTING</b> This class will address the characteristics of an "urgent and compelling" need. This course will examine the use of all FAR Justifications, ...	INTRO
<b>UNDERSTANDING CONTRACTING LIMITATIONS</b>	MED
<b>ADDRESSING PAST PERFORMANCE &amp; PAST EXPERIENCE</b>	MED
<b>YOU CAN'T HANDLE THE TRUTH OF A "RFP"</b> This class discusses the required advance knowledge of Federal Contracting need by a contracting in responding to a request for proposal (RF...	SENIOR
<b>UNDERSTANDING YOUR CONTRACTS OPTIONS</b> <b>“OPTION CLINS V. OPTION YEARS”</b> This class will discuss “Options” to include its provisions, clauses, practices, and applicable case law.	SENIOR
<b>MULTIPLE YEAR AND MULTI-YEAR CONTRACTS.</b> This class will discuss M&M Year Awards to include its provisions, clauses, practices, and applicable case law.	SENIOR
<b>YOU DON'T NEED CAPITAL / CREDIT TO BE A FEDERAL CONTRACTOR.....</b> This course addresses the governments when if ever should you consider business loans for your government contracting business.	INTRO
<b>WHEN FIXED PRICE AWARDS BITE</b> 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...	SENIOR

<p><b>WALKING THRU A PROTEST</b> This class will walk through [2] GAO protests, in favor of the contractor and against the contractor.</p>	SENIOR
<p><b>PREPARING EFFECTIVE PROPOSALS</b> A detailed course of the proposal preparation and source selection processes -- from both the contractor and Government perspectives –</p>	MED
<p><b>THE SCOPE IS AMBIGUOUS-DO SOMETHING ABOUT IT!</b> The RFQ stated that technical merit was more important than past performance, which in turn was more important than price.</p>	MED
<p><b>IS IT TOO LATE TO SEND IN QUOTE/ BID PROPOSAL</b></p>	MED
<p><b>THE “RULE OF TWO” IS NOT YOUR FRIEND!</b> This course addressing the theory... What the big print provides, the <i>small</i> prints confiscate.</p>	MED
<p><b>UNDERSTANDING THE DIFFERENCE IN QUOTES / BIDS / PROPOSALS/ RFP/ RFQ. ETC AND THEIR IMPACT</b></p>	MED
<p><b>DON'T FALL FOR THE NAICS CODE</b> 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...</p>	INTRO
<p><b>THE GOVERNMENT WANTS EXTRA WORK FROM ME, NOW WHAT?</b> This class will brief applicable Contract Types Clause, Provisions, Christian Doctrine, SBA Rules.</p>	SENIOR
<p><b>SEND IN TWO OR MORE BIDS / QUOTES [When &amp; How]</b></p>	MED
<p><b>DEBRIEFS</b> This class will brief applicable Contract Clause, and Case Law</p>	MED
<p><b>ARE YOU AN “INTERESTED PARTY” TO A PROTEST</b> This class will brief applicable Case Law.</p>	SENIOR
<p><b>CASE LAW THURSDAY</b></p>	ALL LEVELS
<p><b>CHALLENGING A PROPOSED SOLE-SOURCE ACQUISITION? How, When &amp; Where</b></p>	MED
<p><b>ADDRESSING PAST PERFORMANCE BLUES -</b> This class will brief applicable Rules and Case Law.</p>	MED
<p><b>UNDERSTANDING BONDS PAYMENT / PERFORMANCE</b> This class will brief applicable Rules and Case Law.</p>	MED
<p><b>MASTERING YOUR PROJECT IN SAM.GOV</b> FINDING YOUR PROJECT * FOLLOWING AMENDMENTS * WHEN TO SUBMIT QUESTIONS* WHEN TO PROTEST AND MORE.....</p>	INTRO
<p><b>DELAYS AND WHO PAYS</b> DELAYS FAR 52.242—17</p>	MED

<b>DEFAULTS</b> DEFAULTS FAR 52.249—8	MED
<b>EXCUSABLE DELAYS</b> FAR 52.249—14	MED
<b>“UNUSUAL AND COMPELLING URGENCY” ...NOT SO FAST! FAR 6</b>	MED
<b>CONTRACT CHANGES</b>	SENIOR
<b>CONTRACT INTERPRETATION, CHANGES, AND OTHER TOPICS OF DISPUTE</b>	SENIOR
<b>DEVELOPING A CONTRACTORS TEAM ARRANGEMENT (CTA)</b>	SENIOR