

# Compliant Government Contracting

What you need to know to minimize risk, recover cost, and avoid civil and criminal actions

## FOCUSED SERIES

Benefits of attending this comprehensive course will include:

- Gain an understanding of what it takes to be a compliant government contractor
- What constitutes a compliant cost accounting system
- Noting the difference between direct and indirect cost
- Mastering the regulations governing the allocation of cost both direct and indirect
- Comprehending what constitutes an allowable or unallowable cost in government contracting
- What is certified cost or pricing data and the risk for not understanding
- Knowing the methods of calculating indirect cost rates
- How not understanding the requirements for certified cost or pricing data can result in defective pricing claim
- Apprehending the requirement of a compliant cost estimating system in proposal development
- Understanding what cost or price analysis is and the impact on your proposal
- A thorough investigation of a compliant DFARS proposal



**Who defines**  
fair and reasonable **price?**

# Compliant Government Contracting

## What you need to know to minimize risk, recover cost, and avoid civil and criminal actions

### Why should you attend?

The risk to companies and their personnel who are involved in government contracting has significantly increased over the last 6 years. Not understanding the rules and regulations that the government imposes on those who want to do business with the government can result in significant financial risk to a company. When done accordingly government work can be profitable, ignoring the rules and regulations can and has resulted in companies being barred from future government contracts and company officials ending up in jail. When considering entering this market or expanding your company's presence, it's vital to obtain a thorough understanding of the rules and regulations. Doing so will go a long way to improving your ability to have a profitable future within this particular industry.

### Turning 'Theory' into 'Practice'

This interactive session will comprise lectures, interactive polling, roundtable discussions and workshops all aimed at understanding key strategies and identifying specific actions to effectively improve acquisitions and procurement. The program will also include detailed, step-by-step guidance on how to develop, implement and maintain strategies in order to achieve a specific goal. Participants will want to come to the sessions with a thorough knowledge of improved company strategies and a willingness to discuss aspects of it in a confidential learning environment.

### Key Areas to be Covered in the Program

#### Acquisition cycle, contract types, procurement process

- What the government is looking for in the procurement process?
- The overall goals and objectives
- Flow chart of the process
- Who is involved in the process?
- Regulation affecting the contractor's financial management system

#### Government's expectations of how contractor's costs are treated and allocated to government contracts

- The guiding principles found in the Federal Acquisition Regulation (FAR)
- Cost Accounting Standards (CAS)
- Key attributes of a compliant cost accounting system

#### Compliant allocations: getting costs where they belong

- The relationship and differences between the FAR and CAS
- What constitutes direct vs. indirect cost
- The different types of direct and indirect cost
- Why the government requires the separation of and accounting for these costs?
- How such cost is allocated to the final cost objective?

#### The Magic Circle (author Charles Wilkins)

- The break out of direct and indirect costs
- Treatment of bid & proposal and independent research & development cost (B&P/IR&D)
- Allocation of various types of overhead cost
- Allocation of fringe benefit cost
- Allocation of general and administrative cost
- The difference in treatment of unusable cost between overhead and G&A

#### Contract Cost Principles FAR Part 31.2

- What constitutes an expressly allowable, expressly unreliable and costs that fall somewhere in-between the gray cost area?
- A walk through the various categories
- What constitutes allowable, allocatable, and reasonable and how that effects what the government will accept?
- The penalties for non-compliance to FAR Part 31.2

### Who Should Attend?

**marcus evans** invites C-Level Executives including VPs, Directors, Senior-Level Managers and Strategic Leaders in any industry with responsibilities in the following areas. We encourage the participation of more than one person from each company to facilitate the creation and implementation of your action plans:

- CFO
- Controller
- Cost Accountant
- Compliance Manager
- Pricing team
- Contracting Officer
- Contracts Administrator
- Contract Price and Cost Analysts
- Procurement Analyst
- Program Managers
- Management Analysts
- Proposal Pricing
- Financial Managers
- Internal Auditors
- Budget Analysts
- Federal IT Project Managers
- Business Integration Specialists
- Program Analysts
- IT Project Support
- Administrative Officers
- Financial Quality Assurance Specialists
- Business Operations

#### FAR Part 15 & 16

- Negotiated contracts
- Fixed price contracts
- Commercial items contracts
- Time & material
- Level of effort

#### Truth in Negotiation Act (TINA)

- Termination for default when is it applicable
- Who is exempt?
- What are the requirements?
- How certified cost or pricing applies under TINA

#### Defective pricing

- What are the risks to contractors both civil and criminal penalties?
- Typical elements that result in defective pricing claims
- The Do's and Don'ts of managing defective pricing

#### Cost estimating systems

- DoD requirements
- Why standards are essential to deals with the DoD?
- What is a compliant cost estimating system?
- The risk for not having a compliant system

#### Cost & price analysis – impact on your proposal

- What is a proposal cost or price analysis?
- When is cost or price analysis used and why?
- Impact on a contractor's proposal
- What are the various cost estimating methodologies?

#### Course Contact:

For more information on availability, course content and registration, please contact **Emily Jones** at [emilyj@marcusevans.com](mailto:emilyj@marcusevans.com), 312 540 3000 Ext. 6714



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Duration of Course:

2 days

Dates of Course:

October 27-28, 2016, Chicago, IL | NBC Tower

 professional training

# marcus evans professional training

## Trainers

Keys to our success! **marcus evans'** trainers are leading associate trainers. This ensures that our trainers are the best and most appropriate trainers for each individual course in terms of areas of expertise, training style, commercial industry experience and proven results. We choose trainers who are specialists in their respective fields and are dedicated to enhancing the skills and knowledge of our delegates through practical, interactive and applicable training.

## Information About the Trainer: Tim Di Guiseppe

Tim Di Guiseppe, President of TD Government Solutions, LLC has over 40 years of knowledge and experience in providing consulting services to the small, medium and large domestic and international companies with US government contracts on issues relating to compliance with the Federal Acquisition Regulation ("FAR") and Cost Accounting Standards ("CAS"), cost accounting and other business systems reviews, proposals and contract management, DCAA, DCMA and IG audits, and overall business and operations management. My experience includes forensic accounting and litigation support, strategic planning and analysis, process and controls evaluation; contract cost analysis, business systems evaluation, audit support, evaluation of compliance programs, and training.

## Training Style – Making Training Dynamic!

Our trainers are selected on their ability to inspire, motivate and empower delegates. This is achieved by delivering training that is dynamic and relevant to the day-to-day challenges delegates face in the real world. All of the training courses offered represent a blend of tried and tested methods as well as the latest tools, techniques, market research, case studies and dynamic ways of thinking. A maximum of 12 delegates per course in deluxe training venues allows for interactive training through group discussion, role-plays and exercises giving delegates the "how to" applicable and adaptable skills that they can use on returning to work.

## Course Content – Making it Relevant!

All delegates complete detailed pre-course questionnaires before the event enabling trainers to tailor course content in order to meet specific delegate needs. Delegate objectives are re-visited before, during and after the event allowing us to focus on outcomes and address any delegate concerns as and when they arise. Where applicable, our trainers also act as coaches in providing one-to-one advice and feedback both during and after the course. To support your learning, we provide extensive documentation on all courses including, theory, models, exercises, worksheets, case studies, action plans, slides and further reading and reference material.

## Course Information

Upon receipt of your completed registration form you will receive formal confirmation of your booking. Approximately three weeks before the respective course you will receive all pre-course information including joining instructions, course timings, venue and accommodation information and pre-course questionnaires. Should you need to make travel and accommodation arrangements prior to receiving this information then please do not hesitate to contact a member of our team on 312 540 3000 EXT 6714.

## Further Information

Please visit [www.marcusevans-conferences-northamerican.com](http://www.marcusevans-conferences-northamerican.com) for further course information and training resources including:

- Course Booking and Administration Notes
- Accommodation Booking Service
- Special Offers and email Updates
- Recommended Reading Materials
- Training Articles and News
- Over 60 Public Course Outlines and In-Company Training Solutions

## In-company Training Solutions

If you have a number of delegates with similar training needs then you may wish to consider having a cost-effective in-company training solution delivered locally or on-site. Courses can be tailored to specific requirements or developed as bespoke solutions. We also deliver activated teambuilding and leadership in-company workshops. Book now on 312 540 3000 Ext. 6714.

**marcus evans** professional training courses combine the latest tools, techniques, market research, case studies and dynamic ways of thinking, delivered by experienced trainers to ensure the skills and knowledge acquired are directly applicable to your organisation.

<b>Research</b>	the latest concepts, tools, techniques and tried and tested methods
<b>Trainers</b>	the highest standard of dynamic trainers with cross-industry experience
<b>Tailored</b>	detailed pre-course questionnaires to address your objectives
<b>Applicability</b>	training relevant to your needs and your workplace
<b>Interactive</b>	limited numbers with group exercises, role-plays and feedback
<b>Action</b>	planning, implementation and follow-up
<b>Documentation</b>	comprehensive supporting notes and further reading materials
<b>Venue</b>	deluxe facilities supporting the training environment

### Course Contact:

For more information on availability, course content and registration, please contact **Emily Jones** at [emilyj@marcusevans.com](mailto:emilyj@marcusevans.com), 312 540 3000 Ext. 6714