

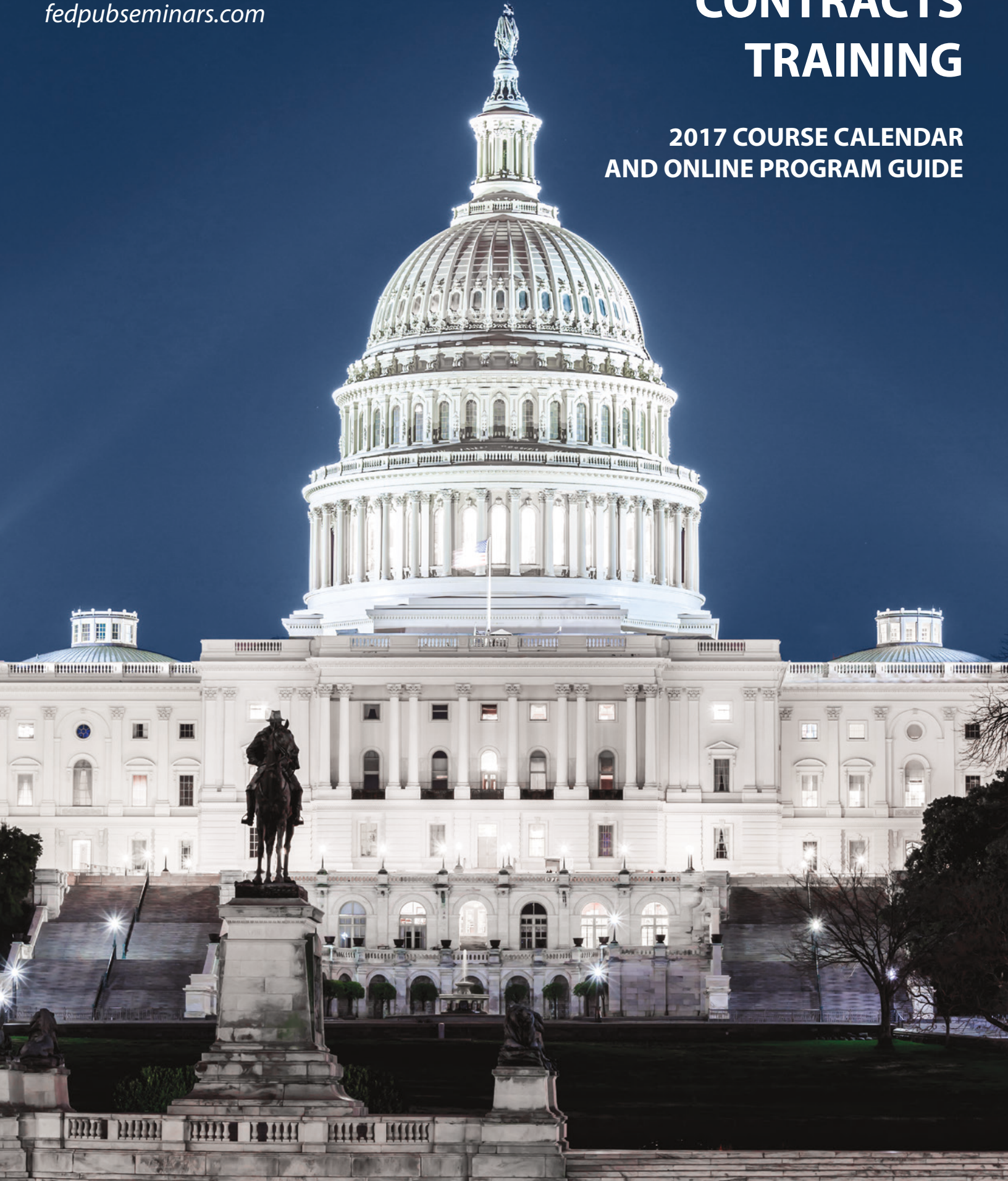


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GOVERNMENT CONTRACTS TRAINING

2017 COURSE CALENDAR
AND ONLINE PROGRAM GUIDE



A TRADITION OF EXCELLENCE

Federal Publications Seminars is the leading provider of high-quality courses and materials for government contract professionals. With 60 years' experience in the field, we offer hundreds of public courses, in-house training, online programs, virtual classes, and certificate programs covering all aspects of government contracting.



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IN-HOUSE TRAINING *From Federal Publications Seminars*

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Fortune 100 Company

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Train with esteemed instructors equipped with contracting insights and expertise.

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visit fedpubseminars.com/training or call **1.888.494.3696**



CERTIFICATE PROGRAMS

From Federal Publications Seminars

Building on FPS' reputation of excellence in government contracts training, Federal Publications Seminars is pleased to introduce 6 new certificate programs. Focused on building a competitive advantage through high quality courses taught by leading faculty, these certificates signify your depth of knowledge and skills in these high-value areas of government contracting.

FPS Cybersecurity in Government Contracts (CyberContracting™) Certificate

This first-of-its-kind, concentrated program on cybersecurity principles and practices is designed to prepare candidates with a baseline level of knowledge for critical organizational assignments in strategic operational planning, proactive measures, and deterrence initiatives in cybersecurity. Five courses must be successfully completed in order to earn this certificate, including:

- ✓ The Statutory and Regulatory Framework of Cybersecurity Law and Contracting
- ✓ Implementing the Rules and Regulations: Best Practices in Acquisition Planning and Contract Management
- ✓ The Basics of IT Acquisition and Contracting
- ✓ Privacy Basics for Contracting Professionals
- ✓ How to Prepare for and Respond to a Data Breach: Simulation Exercises in Prevention and Deterrence

Each year, FPS holds two weeklong Cybersecurity Institutes where all five courses can be completed in one week: Cybersecurity Institute – La Jolla is held during the second week in May in San Diego, CA, and Cybersecurity Institute – DC is held during November in the DC Metro area.

FPS FAR Certificate Program

FPS is often recognized as the gold standard in government contracts training. Three required courses focused on the Federal Acquisition Regulation (FAR) achieve the highest standard of excellence in training. The FAR Certificate will demonstrate your outstanding skill and competency and will serve as a valuable credential.

Each of the three required courses for the FPS FAR Certificate are offered several times during any given year. Beginning in 2017, there will be several "FAR Weeks" held, where students can complete all of the course requirements in one week:

- ✓ FAR Week – Sterling (Dulles), VA April 17-21
- ✓ FAR Week – La Jolla, CA May 8-12
- ✓ FAR Week – Hilton Head, SC July 17-21
- ✓ FAR Week – Las Vegas, NV September 18-22

FPS Federal Government Acquisition and Contracting Certificate Program

Program provides you with skills and credentials that will prepare you to advance in career fields specializing in federal government acquisition and contracting. The program curriculum includes general education, such as The 360 Government Contracts Workshop, elective courses that allow students to delve into sub-areas such as contract administration, the contracting cycle, subcontracting and supply chain management, international contracting, and federal supply (GSA) schedule contracting. There are two options for capstone course requirements. All courses are designed to provide a micro-credential that documents your experience and achievement in a specialized subject area.

Earn College Credit!

Students who successfully complete the FPS Federal Government Acquisition and Contracting Certificate program or the FPS Government Contract Accounting Certificate program can earn academic credit toward certain concentrations within Norwich University's bachelor's or master's programs. Learn more about the FPS/Norwich University partnership and what it means for government contracting professionals seeking to earn a degree at bit.ly/FPSNorwich.

FPS Government Contract Accounting Certificate

This specially tailored certificate program is devoted to the unique rules, problems, practices, and demands of government contract accounting matters, and is designed especially for professionals focused on accounting, audits and finance – and also compliance, internal controls, and risk management.

Students are required to complete a general government contract accounting course and will then be able to choose three elective courses which are highly interactive with in-depth discussion and instruction on advanced issues in accounting. The program culminates with a capstone Masters Institute in one of three areas: Government Contract Accounting, Cost Accounting Standards, or Government Contract Costs.

FPS Government Contract Business Systems Certificate

The Department of Defense (DoD) issued a rule in 2012 that requires contractors to have up to six adequate business systems in order to comply with government contract reviews and audits. This certificate program provides an in-depth examination of the requirements for each business system needed to comply with government contract reviews and audits:

- ✓ DFARS 252.242-7005, Contractor Business Systems
- ✓ DFARS 252.215-7002, Cost Estimating System Requirements
- ✓ DFARS 252.234-7002, Earned Value Management System
- ✓ DFARS 252.242-7004, Material Management and Accounting System
- ✓ DFARS 252.242-7006, Accounting System Administration
- ✓ DFARS 252.244-7001, Contractor Purchasing System Administration
- ✓ DFARS 252.245-7003, Contractor Properly Management System Administration

FPS International Government Contracting Certificate

This certificate program will give you a practical, thorough and insightful range of skills in the important discipline of international government contracting. Required and elective courses will give you a solid understanding of U.S. laws related to global commerce and how to comply with the federal government's rules and regulations. Attendees will be exposed to a wide range of legal and compliance issues that impact their businesses and ultimately affect their organizations' bottom lines. Courses offered in this certificate program are geared to personnel in a wide range of functions, including contracts, procurement, compliance, legal and risk management.

FPS Software, IT Service and Intellectual Property Certificate

Program effectively blends detailed instruction with practical, hands-on exercises that are designed to explain and reinforce the complex legal rules and requirements relating to software, IT services and intellectual property in U.S. government contracts.

Certificates are awarded upon successful completion of the required, elective and advanced course combinations you select within a 24-month period.

Special pricing for purchasing all required courses at the same time!

Visit fedpubseminars.com/certificate
or call **1.888.494.3696**

EARN COLLEGE CREDIT

Government contracting professionals seeking to earn bachelor's or master's degrees related to government contracts acquisition and procurement will now be able to get a significant jump start through the completion of Federal Publications Seminars (FPS) Certificate programs. Students who successfully complete the FPS Federal Government Acquisition and Contract Management Certificate or the FPS Government Contract Accounting Certificate will earn academic credit toward certain Norwich University's online master's or bachelor's degree programs.

Learn More

Contracting professionals interested in learning more about FPS certificate programs and educational credit for bachelor's and master's degree programs can call **1.888.494.3696**, email info@fedpubseminars.com or visit fedpubseminars.com/fps-certificate-programs.



NORWICH
UNIVERSITY™

FPS WEEKLONG EVENTS

Hosted in major cities across the U.S., FPS weeklong training events offer a convenient and cost-effective way to quickly get current and stay compliant on many of the important issues that impact government contracting. Premier business, law, and government specialists lead classes and share their expertise in terms you can understand and apply to your daily contracting activities.

2017 Weeklong Conferences include:

- Orlando Government Contracts Week (March 20-24)
- La Jolla Government Contracts Week (May 8-12)
- Cybersecurity Institute – La Jolla (May 8-12)
- Hilton Head Government Contracts Week (July 17-21)
- Costs and Accounting Week – DC (August 21-25)
- **NEW!** Las Vegas Government Contracts Week (September 18-22)
- Government Contract Compliance Week – DC (October 23-27)
- International Contracting Week – DC (October 23-27)
- Cybersecurity Institute – DC (November 13-17)

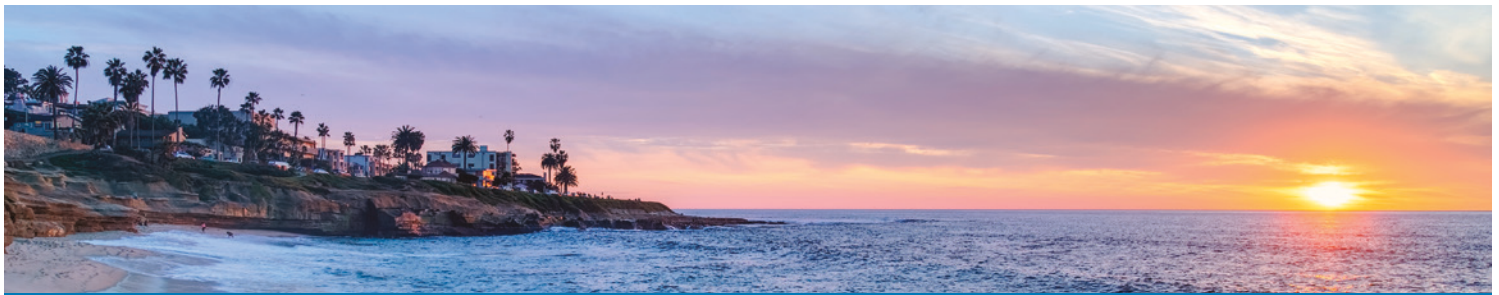
GET AN ALL-ACCESS PASS TO WEEKLONG TRAINING CONFERENCES



Can't pick just one or two topics at an event?
You don't have to!

Choose any combination of courses offered during any one of our weeklong conferences and get the most education for your time and expense.

Cost is \$2,750.



LA JOLLA GOVERNMENT CONTRACTS WEEK

May 8-12, 2017

Hyatt Regency La Jolla at Aventine, La Jolla, CA

THE PREMIER WEST COAST TRAINING EVENT FOR GOVERNMENT CONTRACTORS

Join industry peers from across the country to delve into critical government contracting topics and learn how to successfully manage your contracting activities and reduce risk with insights from acclaimed faculty.

When you're not engrossed in training, enjoy all the activities, dining, and leisure that beautiful La Jolla, CA, has to offer. Federal Publications Seminars negotiates a discounted room block rate for this event.

Included in your registration fee are continental breakfast, lunch, breaks, a networking reception and special lunch-and-learn sessions.

TOPICS INCLUDE

- A Contractor's Guide to Risk Assessment
- A Practical Guide to the Incurred Cost Submission (ICS)
- Advanced Cost Analysis in Government Contracts
- Advanced Cost Impact Analysis Workshop
- Advanced FAR Workshop
- Basics of Government Contracting
- Behavioral Aspects of Government Contract Negotiations
- Changes and Equitable Adjustments in Government Contracts
- Concentrated Course in Government Contracts
- Contract Interpretations, Constructive Changes and Other Disputes
- Contractors' Purchasing Systems Review
- Cost Accounting Standards
- Cost and Price Analysis in Government Contracts
- Cybersecurity: Cloud Contracting and Compliance for Government Contractors
- DCAA Contractor Business Systems and Internal Controls
- DFARS Workshop
- FAR Workshop
- Government Contract Accounting
- Government Contract Purchasing & Subcontracting
- How to Prepare for and Respond to a Data Breach
- Implementing the Rules and Regulations: Best Practices in Acquisition Planning and Contract Management
- Managing Flowdowns
- Price and Cost Realism in Government Contracting
- Privacy Basics for Contracting Professionals
- Subcontract Compliance for Small Businesses
- The Masters Institute in Government Contract Costs
- The Masters Institute in Government Contract Intellectual Property
- The Masters Institute in Government Contracting
- The Statutory and Regulatory Framework of Cybersecurity Law and Contracting



ORLANDO GOVERNMENT CONTRACTS WEEK

March 20-24, 2017

Orlando, FL

5 DAYS, 12 CRITICAL TOPICS

Learn from distinguished faculty and network with peers as you explore topics that include the basics of government contracting, a guide to preparing the Incurred Cost Submission, opportunities and risks of GSA Schedule contracting, and more.

After hours, spend time at one of Orlando's world famous theme parks or explore the endless options for attractions, shopping and entertainment.

Registration fee includes continental breakfast, lunch and breaks.

TOPICS INCLUDE

- A Practical Guide to the Incurred Cost Submission (ICS)
- Accounting Compliance for Government Contractors
- Advanced Issues in Subcontracting & Teaming Agreements
- Basics of Government Contracting
- Cost and Price Analysis in Government Contracts
- Cybersecurity: Cloud Contracting and Compliance for Government Contractors
- Cybersecurity Compliance, Risk Management & Insurance
- FAR Workshop
- Government Contract Accounting
- Government Contract Purchasing & Subcontracting
- Government Contracting for Subcontractors
- Grants Accounting and Compliance

Reserve your spot now at fedpubseminars.com or call **1.888.494.3696**



HILTON HEAD GOVERNMENT CONTRACTS WEEK

July 17-21, 2017

The Westin Hilton Head Island Resort, Hilton Head, SC

GET FOCUSED, IN-DEPTH TRAINING AT THIS PREMIER ANNUAL GOVERNMENT CONTRACTING EVENT

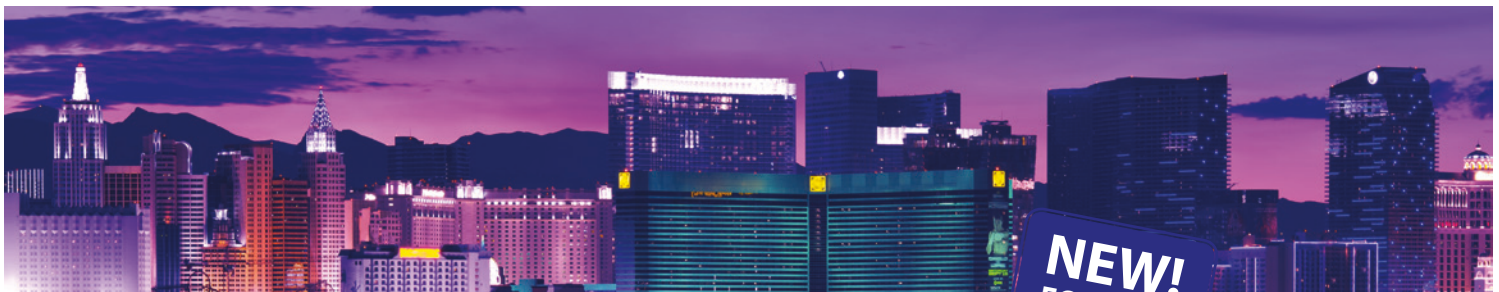
Engage in five intensive days of government contracting training alongside your peers. Distinguished faculty will explore critical topics throughout the week, breaking complex concepts into lessons you can apply to your daily contracting activities.

Hosted in gorgeous Hilton Head, attendees can take time between classes to admire stunning views of the South Carolina coast and explore all the island has to offer. Federal Publications Seminars negotiates a discounted room block rate for this event.

Continental breakfast, lunch, breaks, a networking reception and special lunch-and-learn sessions are all included in your registration fee!

TOPICS INCLUDE

- A Practical Guide to the Incurred Cost Submission (ICS)
- Advanced Cost Analysis in Government Contracts
- Advanced FAR Workshop
- Advanced Government Contracting Admin Workshop
- Basics of Government Contracting
- Concentrated Course in Government Contracts
- Contract Closeout
- DFARS Workshop
- Estimating Systems and Defective Pricing
- FAR Workshop
- Government Contract Accounting
- Government Contract Audits: Dealing with Auditors and Mitigating Audit Risk
- Government Contract Compliance
- Government Contract Purchasing & Subcontracting
- Managing Flowdowns
- The Fiscal Law of Government Contracting and the Anti-Deficiency Act
- The Masters Institute in Construction Contracting
- The Masters Institute in Cost Accounting Standards
- The Masters Institute in Government Contract Accounting
- The Masters Institute in Government Contract Costs
- The Masters Institute in Government Contract Intellectual Property
- The Masters Institute in Government Contracting



LAS VEGAS GOVERNMENT CONTRACTS WEEK

September 18-22, 2017

Las Vegas, NV

INTENSIFY YOUR TRAINING IN GOVERNMENT CONTRACTING

Join us for a week of practical workshops and networking opportunities in fabulous Las Vegas. Designed to be applicable for all government contract professionals, this conference is a great way to get in-depth, concentrated training from top-caliber faculty on relevant topics ranging from how to use the FAR in your daily activities to cost and accounting compliance, and much more.

Continental breakfast, lunch, breaks, a networking reception and special lunch-and-learn sessions are all included in your registration fee!

TOPICS INCLUDE

- A Practical Guide to the Incurred Cost Submission (ICS)
- Advanced FAR Workshop
- Advanced ITAR
- Basic ITAR
- Basics of Government Contracting
- Contractors' Purchasing Systems Review
- Cost Accounting Standards
- Cost and Price Analysis in Government Contracts
- DFARS Workshop
- FAR Workshop
- Government Contract Purchasing & Subcontracting
- Government Contracting for Subcontractors
- Introduction to Government Construction Contracting
- Organizational Conflicts of Interest (OCI)



An FPS_{Online} Subscription gives you access to the most comprehensive online training for government contracting in the industry, covering everything from foundational education to intensive training for the experienced.

"Your online programs are always current, insightful and engaging... this subscription is the best value out there."

Contracts Administrator,
U.S. Dept. of Defense

AN ANNUAL FPS_{ONLINE} SUBSCRIPTION INCLUDES:

- Access to hundreds of online programs and resources, covering the foundations of government contracting and hot topics; 1 to 1.5-hour audio and video programs deliver expert guidance
- Access to all on-demand and future live Webinars and Webinar Series
- Access to FPS_{Online} Premium Cybersecurity curriculum (36 modules)
- Access to subscriber-only programs
- As an FPS_{Online} subscriber, you will receive priority consideration by our content team for new topics you are interested in. When you submit your ideas to us, we will do our best to bring your suggestions to life in the form of a webinar, podcast or online program
- Free subscription to FPS_{Online} Pulse, a monthly e-newsletter for FPS_{Online} subscribers including special monthly discounts on classroom courses
- Some online programs MAY count towards fulfillment of requirements for FPS Certificate Programs

PRICING

Individual

\$595 for 12 months from date of purchase.

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Multi-user and organization subscriptions

Federal Publications Seminars offers discounted subscription packages for multiple users or entire government contracting teams from a single organization. For details and a quote, call **1.888.494.3696**.

FPS_{ONLINE} PROGRAMS

ACCOUNTING, COSTS & PRICING

Audits

- A Guide to Post-Award Audits
- Audit Compliance With Workflow Automation
- DCAA Audit Hot Topics – What to Expect When You're Expecting an Audit
- DCAA Audit Hot Topics – What You Need to Know as You Enter 2017
- Keys to Successfully Answering the DCAA Knock at the Door
- The Audit Challenge: Common Financial Statement Pitfalls Confronting Government Contractors
- When the DCAA Comes Knocking – Responding to Audit Requests for Access to Records and Employees

Billing and Invoicing

- Top 5 Billing Mistakes Government Contractors Make

Business Systems

- 12 Essentials to a Successful DCMA Contractor Purchasing System Review
- 2016 CPSR Issues and "Hot" Topics – Get Ready!
- A Guide to Accounting and Billing Systems
- A Manufacturer's Guide to MMAS
- Best Practices for Managing Government Property
- Business Systems Health Check
- Business Systems Overview
- Cost Estimating Systems – Success Factors
- CPSR – Current Issues and Hot Topics
- CPSR: What You Need to Have in Place to Pass a Purchasing System Review
- Demystifying the CPSR: Podcast
- How to Prepare Today for Your Next CPSR
- The Top 10 CPSR Hot Topics for 2016
- Understanding the Purchasing Systems

Cost Accounting

- Accounting for Allowable and Unallowable Costs in Government Contracts
- Cost Allocation 101
- Introduction to Cost Accounting Standards (CAS) Board
- Life Cycle of an Indirect Cost Rate Proposal
- Navigating the Waters of Indirect Cost Rates in Government Contracting
- Top Ten Elements Contractors Must Know About Cost Principles
- Understanding the Truthful Cost and Pricing Data's Application to Subcontractors

Defective Pricing

- Practical Lessons in Defending and Litigating Defective Pricing Audits

Earned Value

- EVMS – Implementing an Effective Management Control System

Government Contract Accounting

- Basics in Government Contract Accounting

Incurred Cost Submission (ICS)

- An Introduction to the Incurred Costs Submission
- Preparing for an Incurred Cost Submission – An Overview

CONSTRUCTION CONTRACTING

Construction Insurance Issues

- Insurance Construction Issues – Bruner & O'Connor Chapter 11

CYBERSECURITY

Contract Opportunities

Cyber Challenges and Opportunities – Changing Landscape in the Federal Marketplace

Counterfeit Electronic Parts

Counterfeit Electronic Parts – Navigating DFARs Final and Proposed Rules
Counterfeit Materials – Ain't Nothing Like the Real Thing!
Navigating the Quality and Counterfeit Electronic Parts in the New FAR & DFARs Rules – From Requirements to Implementation

Cybersecurity Breaches

Cybersecurity – Discovering Your True Inner Breach Avoidance Ninja
The Cyber Insider Threat – Detecting and Protecting

Cybersecurity Compliance

Corporate Cybersecurity Compliance in California

Cybersecurity Regulations and Rules

Avoid Lightning in the Cloud: Basics of Becoming FedRamp Compliant and Navigating FISMA
Cybersecurity Information Sharing After CISA: What You Need to Know
Cybersecurity Obligations: What You Need to Know About CDI and CUI

Supply Chain

Dealing with Cybersecurity Challenges for Supply Chains – Practical Compliance Strategies for Contractors
New Secure Supply Chain Requirements in Government Procurement

FEDERAL GRANTS

Grants – Rules and Regulations

Current Competitive Preference Priorities for the US Dept of Education
Grants Reform – Are you Prepared for the Supercircular?
Overview of Major Discretionary Grant Programs Under the US Dept of Education

GOVERNMENT CONTRACTING

Acquisition Policy

Results of 2016 PSC/Grant Thornton Acquisition Policy Survey

Administrative Separation Boards

Tips for Administrative Separation Boards – Part 1
Tips for Administrative Separation Boards – Part 2

Bankruptcy

Government Contract Issues in Bankruptcy

Bid Protests

GAO Bid Protests: Small Business Primer
Navigating the Government's Revolving Door – The Do's and Don'ts and Bid Protest Risks of Hiring Current and Former Federal Government Personnel

Capture Planning, Management and Business Development

B2G Marketing: 10 Most Effective GovCon Marketing Strategies For Lead Generation
Effective Proposal Preparation – The Key to Business Success
How to Create Marketing Materials the Government Wants to Read
How to Use LinkedIn Successfully for Government Contracting
Making Federal Market Research Actionable
Selling Commercial and Open Source Software to the Government
Selling Computers to the Government – The New OFPP Directive is a Game Changer
Ten Requirements in an Effective Request for Proposal

Commercial Item Contracting

Commercial Item Acquisition – Embracing the Clinger-Cohen Act
Subcontracting for Commercial Items

Compliance

Compliance & Ethics for Government Contractors – 2014
Contract Compliance and Other Major Changes for FY17
The 2016 Outlook In Government Compliance – A Government Perspective
The 2016 Outlook In Government Compliance – An Industry Perspective (BDO Lead-in for April 28 event)
Understanding the Five Critical Steps to an Integrated Compliance Approach for Government Contractors
Year of the Monkey: Compliance to Remain a Monkey on Government Contractors' Backs

Contract Changes

Changes in Government Contracts and Equitable Adjustments

Contract Interpretation

Contract Interpretation

Contract Law, Regulations and Rules

Contract Disputes Act Claims
The OFPP Memorandum on Contracting – Who Will Benefit and What Does It Mean to You as a Contractor?
The Procurement Integrity Act – How it Effects the Conduct of Contract and Federal Government Employees
The Recent Supreme Court Rulings – How Decisions Are Impacting Contractors

Data Rights

Data Rights 101: Negotiating Data Rights in Government Contracts Under DFARS

Debriefings

A Pocket Guide to Federal Government Contract DeBriefings

Doing Business with DHHS/BARDA

An Introduction to Government Contracting through BARDA for Life Sciences Companies
Contracting with BARDA – Accessing Federal Funds to Advance Your Products
Regulatory and Compliance challenges with BARDA Government Contracts in Life Sciences
Successful Government Contract Management in Life Sciences working with BARDA

Doing Business with DHS

Doing Business with the Department of Homeland Security

Doing Business with DoD

DoD Technical Data and Computer Software Rights – A Primer
Doing Business with the Dept. of Defense: DoD Foreign Companies
Doing Business with the Dept. of Defense: DoD Small Business Programs

Doing Business with DoE

Doing Business with the Department of Energy: Purchasing and Contracting Practices
What to Expect When Doing Business with the Department of Energy

Doing Business with DoL

Department of Labor's Final Rule on "White Collar" Overtime Exemptions
Taking the Laboring Oar: Opportunities within the Dept of Labor
The Laboring Oar: Rules & Regulations You Need to Know When Contracting with the DoL

Doing Business with HUD

Contracting Practices at HUD: Transitioning to the FAR

Ethics

Ethics in Government Contracting: Basic Principles and Recent Developments
Government Ethics Regulation – How Ethics Statutes and Regulations Impact Both Industry and Government Employees
Legal Ethics – Leadership
Legal Ethics – The Duty of Confidentiality

False Claims Act

False Claims Act Risks for GSA Schedule Contractors
False Claims Act: Get the Most Out of Standard Liability Policies & Cover Risks
Understanding Cost or Pricing Data Requirement
When TINA and False Claims Collide – Lessons from the UTC Cases

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FAR Basics

Federal Acquisition Regulation (FAR) Basics – Part One
Federal Acquisition Regulation (FAR) Basics – Part Two
Federal Acquisition Regulation (FAR) Basics – Part Three
Federal Acquisition Regulation (FAR) Basics – Part Four
Federal Acquisition Regulation (FAR) Basics – Part Five

FAR Update

The FAR Update (2016-1) (2016-2)

Fiscal Law

Federal Fiscal Law
The Fiscal Law of Contracting and the Anti-Deficiency Act

Government Furnished Property

Deciphering the Government Furnished Property Code

GSA Schedule Contracting

Federal Supply Schedules: The Do's and Don'ts of Schedule Contracting
GSA Schedule Transactional Data Reporting (TDR) Significant Changes to the
GSA Schedules
Preparing for GSA Schedule Audits: How to Minimize the Risk of Adverse
Audit Findings
Surviving Your Next GSA Audit
The ABCs of GSA Schedule Contracting

International Trade Regulations

Mitigating Trade Agreements Act Risks for GSA Schedule Holders
Trade Agreements Act Compliance

Introduction to Government Contracting

An Introduction to Government Contracting – Session 1: Statutes
An Introduction to Government Contracting – Session 2: Regulations
An Introduction to Government Contracting – Session 3: Contracts Award Process
An Introduction to Government Contracting – Session 4: Claims & Disputes

Investigations

Investigations in Difficult Environments

Labor & Employment

Avoiding HIPAA Traps – What Contractors Need to Know
Government Contractor Labor and Employment Developments: Key Executive
Orders, Rules and Initiatives
HR Considerations for Government Contractors
Keeping Up with Changes to Wage and Benefits Regulations for
Federal Contractors
Navigating the Government Contracting Labor & Employment Battlefield
Understanding the Fair Pay and Safe Workplaces Proposed Rule and Guidance

Mergers & Acquisitions

Key Issues in Government Contract Mergers & Acquisitions
Key Issues in Government Contracts Mergers & Acquisitions
Mergers & Acquisitions: A Focus on Intellectual Property Rights
Mergers Acquisitions – Special Considerations Involving Government Contracts

Negotiations

Government Contracts Negotiating Tactics with Sole Source Suppliers

Organizational Conflicts of Interest

Complying with OCI – Understanding the Requirements
Organizational Conflicts of Interest – Best Practices
Organizational Conflicts of Interest (OCI) – Steptoe

OTA

Other Transactions Authority
Understanding Other Transaction Agreements (OTA) and CRADAs

Securing Payments

Ten Steps to Secure Final Payment in Government Contracts

Small Business Contracting

How Rule Changes are Affecting Small Business Contracting
Recent Developments in Small Business Contracting and Implementation of the
2010 Small Business Jobs Act
SBA's Mentor Protégé Program: Latest Trends, Pitfalls and Practical Pointers
Small Business Government Subcontracting
Small Business Issues in Government Contracts Mergers and Acquisitions
Strategies for Small Business Government Contracting – Teaming Agreements,
Joint Ventures and Rule Changes

Source Selection

Source Selection: Will Recent Changes to Department of Defense Procedures
Impact Your Business?

Subcontracting

Changes in Reporting Requirements for Subcontractors under DBA and SCA
Making Subcontracting Terms and Conditions Work For Both Parties
Small Business Government Subcontracting
Subcontract Compliance for Non-Procurement Professionals
Subcontract Compliance for Small & Emerging Businesses
Subcontract Compliance for Small Businesses
Subcontract Compliance for the Technical Community
Subcontract Management Review and Analysis
Ten Key Elements of a Successful Subcontract
Ten Key Elements to Evaluate Subcontract Proposals
Ten Keys in Managing Subcontractor Performance
Understanding the Truthful Cost and Pricing Data's Application to Subcontractors

Suspension & Debarment

Understanding Suspension and Debarment

Teaming Agreements & Subcontracting

Tips for Drafting Enforceable Teaming Agreements

Technology Contracts

Top 10 Issues in Technology Contracts for 2017

Terminations of Contracts

Contract Terminations – Liabilities, Challenges and Recovery

INTERNATIONAL CONTRACTING

Afghan Taxes

Afghan Taxes, Business Registration, and Cost Recovery – A Step-by-Step Guide

Doing Business Globally

Foreign Military Sales – A Discussion on the History, Regulations and Recent
Developments of the Program
The U.S. Contractor's Guide to Doing Business in Australia
The U.S. Contractor's Guide to Doing Business in Canada
The U.S. Contractor's Guide to Doing Business in Singapore
The U.S. Contractor's Guide to Doing Business in the Republic of Korea
The U.S. Contractor's Guide to Doing Business in United Arab Emirates
The U.S. Contractor's Guide to Doing Business with Israel

Export Compliance

Building an Export Compliance Program – Part One: Risk Identification
Building an Export Compliance Program – Part Two: Risk Mitigation
Building an Export Compliance Program – Part Three: Ongoing Challenges
EAR and OFAC Fundamentals
Export Controls Jurisdiction and Classification
Export Enforcement During ECR
Investing In Security: Vital Issues in Export Controls, FCPA, OCI, CFIUS and FOCI
The New Export Control Reform Transition Rules

FCPA

The Foreign Corrupt Practices Act – Part One – FCPA Basics
The Foreign Corrupt Practices Act – Part Two – The FCPA and Third Parties
The Foreign Corrupt Practices Act – Part Three
The Foreign Corrupt Practices Act – Part Four – Investigations

International Trade Regulations

The Trans Pacific Partnership (TPP) What You Need to Know

ITAR

EAR and ITAR Basics
Introduction to the ITAR – Part 1
Introduction to the ITAR – Part 2
ITAR Basics – An Overview of the Int'l Traffic in Arms Regulations
Understanding the EAR and ITAR "Specially Designed" Concept

PREMIUM FPS_{ONLINE} CYBER

Agency Enforcement, Initiatives, and Remedies in Cybersecurity

Cybersecurity and the False Claims Act
Inspector General Enforcement
International Enforcement and Initiatives
Rules and Regulations – Review, Update, and Guidance on Cybersecurity and Enforcement

Compliance, Acquisition Documentation, Risk Management, and Insurance

Cyber Compliance and Supply Chain Risk
Cybersecurity and Government Contracting – Threats and Regulations – An Introduction and Overview
Integrating Cybersecurity into Federal Acquisition Documentation
Mitigating Cybersecurity Risks

CyberContracting™ for Federal Government Agencies and Contractors

Cloud Computing, Security and Acquisitions
Cyber in the Public Sector
Federal Privacy Laws and Cybersecurity
The Statutory and Regulatory Framework of Cybersecurity Law and Contracting

Information Security and Information Assurance for Contracting Professionals

FISMA Basics and The Core NIST Documents
Risk Management Overview and Process
Security Categorization of Information Systems and Networks
Testing and Validation of Security Controls

International Cybersecurity Initiatives and Developments in the EU, Asia, and the Middle East

Cyber Policy in a World of Opportunities and Threats
Export Controls, Sanctions, and Cybersecurity Update
Global Rules and Initiatives
International Implications of the New DFARS Covered Defense Information Safeguarding and Reporting Rule

New Developments in Government Law and Cybersecurity

Agency Contractual Efforts
Cloud Contracting; Data Breach Liability; Prevention and Defense
Cyber Incidents, Breaches, Cyber Crimes, and Threats
The National Institute of Standards and Technology (NIST)

The Basics of IT Acquisition and Contracting – Hardware, Software, and Continuous Monitoring Platforms

Compliance Programs and Best Practices – Summary
Federal IT Acquisition and Cybersecurity
Information Security & Technical Requirements
IT International Implications, New Developments, and Best Practices

The DoD/GSA Final Report on Improving Cybersecurity and Resilience Through Acquisition. The NIST Framework and Implementation

Cybersecurity Governance
Federal Legal Policy and Framework Governing Contractors and Agencies
Overview, Cybersecurity Concerns in Contracting
The President's Executive Order; The Agencies and Contractors

The Statutory and Regulatory Framework of Privacy Law and Practice for Contracting Professionals

Information Classification and Records Retention
International Privacy – An Analysis
Preparing a Privacy Program for Your Organization
The Legal and Regulatory Framework

VIRTUAL ONLINE PROGRAMS

Fundamentals in Contractors' Purchasing System Review (3-part series)
Understanding the New GSA Schedule Compliance Landscape
Several more programs to be announced in early 2017

SEE PAGE 13 FOR INFORMATION ON VIRTUAL INSTRUCTOR-LED COURSES

NEW! VIRTUAL ONLINE PROGRAMS

Virtual Online Programs are 2-4 hours in length. Some programs can be used for credit toward FPS Certificate programs. During virtual online programs, you'll be able to:

CHAT

Exchange messages individually or with everyone.

RAISE YOUR HAND

Have a question? Attendees can signal when they need to ask the instructor a question and get answers in real time.

DOWNLOAD COURSE MATERIALS

Materials can be downloaded from the virtual online program platform.

MOBILE TRAINING

You can join the training session from your computer/laptop, iPhone, iPad or Android device.



WEEKLONG EVENTS IN DC

COSTS AND ACCOUNTING WEEK

August 21-25, 2017

Arlington, VA

CURRENT COVERAGE OF COST AND ACCOUNTING MATTERS

Get quickly up to speed on cost and accounting standards that impact your government contracting activities. Notable subject-matter experts have designed each course to keep you abreast of the latest developments you can use in your operations. Practical seminars guide you through relevant topics, including Cost Accounting Standards, the Incurred Cost Submission (ICS), and the audit process.

TOPICS INCLUDE

- 2017 EVMP Training and Symposium in Partnership with FPS
- A Contractor's Guide to Risk Assessment
- Advanced Cost Analysis in Government Contracts
- Agile & EVM: Implementing a Lean and Compliant EVM System (EVMS) on Agile Projects
- Cobra Advanced Training for EVM Cost Management and Reporting
- Cost Accounting Standards
- Cost Allowability
- Cost and Price Analysis in Government Contracts
- Disclosure Statements and Cost Accounting Practices
- EVM Analysis for Project Controls Analysts and Control Account Managers
- Government Contract Accounting
- Government Contract Audits: Dealing with Auditors and Mitigating Audit Risk
- Life Cycle of an Indirect Rate Cost Proposal
- Price and Cost Realism in Government Contracting
- The Masters Institute in Government Contract Costs
- Understanding Overhead in Government Contracts

GOVERNMENT CONTRACT COMPLIANCE WEEK

October 23-27, 2017

Sterling, VA

STAY CURRENT AND COMPLIANT WITH IN-DEPTH LESSONS IN RISK MITIGATION

This week of training focuses on government contracting's biggest concern: compliance. During Contract Compliance Week, industry-leading faculty experts will examine where pitfalls lie and how to avoid them. Basic and advanced courses cover key requirements in terms both newly minted and seasoned professionals can understand. By week's close, you'll have all the information you need to develop and implement an effective compliance strategy.

TOPICS INCLUDE

- Accounting Compliance for Government Contractors
- Advanced Contractor Business Systems Assessment Workshop
- Advanced Issues in Multiple Award Schedule Contracting
- Audit Compliance through Workflow Automation
- Basics of Multiple Award Schedule Contracting
- Commercial Item Acquisition
- Cybersecurity Compliance, Risk Management & Insurance
- DCAA Contractor Business Systems and Internal Controls
- Federal Grants Compliance
- Government Contract Compliance
- Internal Controls Compliance Leading Practices
- New Developments in Contract Compliance and Fraud Enforcement
- Rights in Technical Data and Computer Software
- The Mandatory Disclosure Requirements
- Wage & Hour Compliance

INTERNATIONAL CONTRACTING WEEK

October 23-27, 2017

Arlington, VA

ALL-INCLUSIVE TRAINING FOR GLOBAL COMMERCE

Designed for companies operating outside the U.S. or under U.S. laws as they relate to global commerce, this immersive week of training features courses on international defense marketplace regulations, international government procurement, and export controls. Led by contracting professionals experienced in international commerce, these seminars will prepare you to conduct global contracting activities.

TOPICS INCLUDE

- Advanced ITAR
- Basic ITAR
- Building an Export Compliance Program
- EAR and OFAC Fundamentals: Export Control of Dual-Use Equipment, Technology and Services
- Foreign Corrupt Practices Act (FCPA)
- Foreign Military Sales
- International Cybersecurity Developments and Initiatives
- International Government Contracting
- ITAR Compliance: A Voluntary Disclosure and Best Practices Workshop



2017 CLASSROOM COURSES

ACCOUNTING, COSTS & PRICING

A Contractor's Guide to Risk Assessment **300**

May 11, La Jolla, CA **WL** \$950
August 23-23, Arlington, VA **WL** \$900

A Practical Guide to the Incurred Cost Submission (ICS) **200**

February 7-8, Sterling, VA \$1,275
March 22-23, Orlando, FL **WL** \$1,325
May 8-9, La Jolla, CA **WL** \$1,325
July 17-18, Hilton Head, SC **WL** \$1,325
September 19-20, Las Vegas, NV **WL** \$1,325
November 6-7, San Diego, CA \$1,275

Accounting Compliance for Government Contractors **200**

March 20-21, Orlando, FL **WL** \$1,325
June 13-14, Arlington, VA \$1,275
October 23-24, Sterling, VA **WL** \$1,275
December 6-7, Arlington, VA \$1,275

Advanced Contractor Business Systems Assessment Workshop **300**

August 16-17, San Diego, CA \$1,275
October 23-24, Sterling, VA **WL** \$1,275

Advanced Contractors' Purchasing Systems Review **400**

April 26-27, DC Metro Area \$1,275

Advanced Cost Analysis in Government Contracts **200**

May 11-12, La Jolla, CA **WL** \$1,325
July 19-20, Hilton Head, SC **WL** \$1,325
August 24-25, Arlington, VA **WL** \$1,275

Advanced Cost Impact Analysis Workshop **300**

May 11-12, La Jolla, CA **WL** \$1,325
September 19-20, Sterling, VA \$1,275

Agile & EVM: Implementing a Lean and Compliant EVM System (EVMS) on Agile Projects

August 24, Arlington, VA **WL** \$525

Cobra Advanced Training for EVM Cost Management and Reporting

August 24, Arlington, VA **WL** \$525

Contractors' Purchasing Systems Review **200**

May 8-9, La Jolla, CA **WL** \$1,325
September 20-21, Las Vegas, NV **WL** \$1,325

Cost Accounting Standards **200**

April 25-27, Arlington, VA \$1,350
May 10-12, La Jolla, CA **WL** \$1,400
August 21-23, Arlington, VA **WL** \$1,350
September 18-20, Las Vegas, NV **WL** \$1,400
November 13-15, Chicago, IL \$1,350

Cost Allowability **300**

June 6-7, Las Vegas, NV \$1,275
August 23-24, Arlington, VA **WL** \$1,275

Cost and Price Analysis in Government Contracts **200**

February 16-17, Las Vegas, NV \$1,275
March 22-23, Orlando, FL **WL** \$1,325
April 10-11, Arlington, VA \$1,275
May 10-11, La Jolla, CA **WL** \$1,325
August 21-22, Arlington, VA **WL** \$1,275
September 18-19, Las Vegas, NV **WL** \$1,325
November 29-30, Sterling, VA \$1,275

DCAA Contractor Business Systems and Internal Controls **200**

April 11-12, Arlington, VA \$1,275
May 10-11, La Jolla, CA **WL** \$1,325
October 23-24, Sterling, VA **WL** \$1,275

Defective Pricing **200**

September 11-12, Arlington, VA \$1,275

Disclosure Statements and Cost Accounting Practices **300**

August 21-22, Arlington, VA **WL** \$1,275
October 17-18, Sterling, VA \$1,275

Estimating Systems and Defective Pricing **200**

July 19-20, Hilton Head, SC **WL** \$1,325
September 12-13, Sterling, VA \$1,275

EVM Analysis for Project Controls Analysts and Control Account Managers

August 24, Arlington, VA **WL** \$525

EVMP Training and Symposium in Partnership with FPS

August 24-25, Arlington, VA **WL** Price TBA

Forward Pricing Rate Agreements **300**

June 13-14, Sterling, VA \$1,275
September 11-12, Herndon, VA \$1,275

Government Contract Accounting **100**

January 30-31, Sterling, VA \$1,275
March 20-21, Orlando, FL **WL** \$1,325
April 10-11, Arlington, VA \$1,275
May 9-10, La Jolla, CA **WL** \$1,325
July 17-18, Hilton Head, SC **WL** \$1,325
August 22-23, Arlington, VA **WL** \$1,275
November 7-8, San Diego, CA \$1,275

Government Contract Audits: Dealing with Auditors and Mitigating Audit Risk **300**

July 17-18, Hilton Head, SC **WL** \$1,325
August 24-25, Arlington, VA **WL** \$1,275

Government Contract Purchasing & Subcontracting **200**

March 23-24, Orlando, FL **WL** \$1,325
May 8-9, La Jolla, CA **WL** \$1,325
July 17-18, Hilton Head, SC **WL** \$1,325
September 18-19, Las Vegas, NV **WL** \$1,325

Internal Controls Compliance Leading Practices **300**

October 25-26, Sterling, VA **WL** \$1,275

Life Cycle of an Indirect Rate Cost Proposal **300**

August 21-22, Arlington, VA **WL** \$1,275

COURSE LEVEL KEY

100

Basic or fundamental subject matter is covered. Courses are geared to general knowledge or can be taken as a refresher.

200

Specific topics or issues within a topic area are covered. Students should be familiar with terms of art and general concepts concerning the course topic.

300

Workshops and class discussions cover specific subject matter in-depth, and participation is strongly encouraged. Attendees should have at least 2-3 years' experience in the area of study.

400

Courses build upon students' knowledge and experience, and cover complex issues within the subject matter. Should have 5 years mastery of subject for in-depth analysis.

500

Masters-level programs designed for professionals with 5+ years experience. Courses cover in-depth analysis and updates on current issues in the industry.

WL

Listings with this icon are part of a weeklong conference.

CYBERSECURITY INSTITUTES

EARN A CYBERSECURITY IN GOVERNMENT CONTRACTS CERTIFICATE IN ONE WEEK

Federal Publications Seminars is offering a first-of-its-kind certificate program for government contracting and legal professionals that will provide a knowledge baseline for critical organizational assignments in strategic operational planning, proactive measures, deterrence initiatives in cybersecurity and immediate application on the job and in practice.

At the end of this 5-day program, participants will be awarded a Cybersecurity in Government Contracting Certificate.

TOPICS INCLUDE

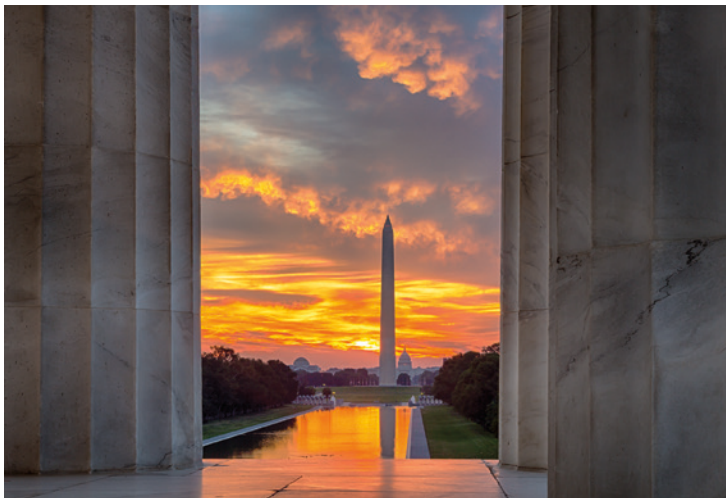
- Cybersecurity: Cloud Contracting and Compliance for Government Contractors
- How to Prepare for and Respond to a Data Breach: Simulation Exercises in Prevention and Deterrence
- Implementing the Rules and Regulations: Best Practices in Acquisition Planning and Contract Management
- Privacy Basics for Contracting Professionals
- The Statutory and Regulatory Framework of Cybersecurity Law and Contracting



La Jolla
May 8-12



DC
November 6-10



FAR WEEKS

The Federal Acquisition Regulation (FAR) directly affects over \$1 trillion in federal and state acquisitions each year. This critically important regulation is complex and continually changing. Join us in 2017 for a week of intense FAR training during any of these dates/locations:

- FAR Week – Sterling (Dulles), VA, April 17-21
- FAR Week – La Jolla, CA, May 8-12
- FAR Week – Hilton Head, SC, July 17-21
- FAR Week – Las Vegas, NV, September 18-22

Three courses are offered during FAR Weeks, and those who successfully complete all three courses will receive an FPS FAR Certificate. See page 3 for more information.

VIRTUAL INSTRUCTOR-LED COURSES

Experience the same collaboration, instructor interaction and learning benefits as if you were physically in the classroom.

Several classroom courses offered in 2017 will also be available as virtual, instructor-led courses, including:

- Administration of Government Contracts (April 25-26)
- Advanced FAR Workshop (October 24-25)
- DFARS Workshop (August 30)
- Forward Pricing Rate Agreements (September 11-12)
- The Service Contract Act (February 27-28)
- Types of Contracts (December 4-5)

Please check our website at fedpubseminars.com/Virtual-Instructor-Led/ as there may be more programs added during 2017.



Reserve your spot now at fedpubseminars.com or call **1.888.494.3696**

2017 CLASSROOM COURSES

Managing Flowdowns **200**

May 11, La Jolla, CA **WL** \$950
July 19, Hilton Head, SC **WL** \$950

Price and Cost Realism in Government Contracting **300**

May 9-10, La Jolla, CA **WL** \$1,325
August 21-22, Arlington, VA **WL** \$1,275
December 7-8, DC Metro Area \$1,275

The Masters Institute in Cost Accounting Standards **500**

July 19-20, Hilton Head, SC **WL** \$1,325
November 15-16, Arlington, VA \$1,275

The Masters Institute in Government Contract Accounting **500**

July 19-20, Hilton Head, SC **WL** \$1,325
December 5-7, Arlington, VA \$1,275

The Masters Institute in Government Contract Costs **500**

May 8-10, La Jolla, CA **WL** Price TBA
July 18-20, Hilton Head, SC **WL** Price TBA
August 22-24, Arlington, VA **WL** Price TBA

CONSTRUCTION CONTRACTING

Changes and Claims in Government Construction Contracting **300**

April 4-5, Arlington, VA \$1,275

Construction Delay, Acceleration and Inefficiency Claims **300**

November 7-8, Arlington, VA \$1,275

Construction Schedule Delays **300**

April 6-7, Arlington, VA \$1,275

Introduction to Government Construction Contracting **100**

February 15-16, Alexandria, VA \$1,275
September 21-22, Las Vegas, NV **WL** \$1,325

The Masters Institute in Construction Contracting **500**

July 17-19, Hilton Head, SC **WL** \$1,400

CYBERSECURITY

Cybersecurity and Government Contracting: Regulations, Implications and Compliance **300**

April 25-26, Washington, DC \$1,275

Cybersecurity: Cloud Contracting and Compliance for Government Contractors **300**

March 23, Orlando, FL **WL** \$950
May 10, La Jolla, CA **WL** \$950
November 8, DC Metro Area **WL** \$900

Cybersecurity Compliance, Risk Management & Insurance **300**

March 22, Orlando, FL **WL** \$950
October 23, Sterling, VA **WL** \$900

Cybersecurity Institute for Government Contractors **300**

May 8-12, La Jolla, CA \$2,995
November 13-17, DC Metro Area \$2,995

How to Prepare for and Respond to a Data Breach: Simulation Exercises in Prevention and Deterrence **300**

May 12, La Jolla, CA **WL** \$950
November 6, DC Metro Area **WL** \$900

Implementing the Rules and Regulations: Best Practices in Acquisition Planning and Contract Management **300**

May 9, La Jolla, CA **WL** \$950
November 9, DC Metro Area **WL** \$900

International Cybersecurity Developments and Initiatives **300**

October 23, DC Metro Area **WL** \$900

Privacy Basics for Contracting Professionals **300**

May 11, La Jolla, CA **WL** \$950
November 7, DC Metro Area **WL** \$900

The Statutory and Regulatory Framework of Cybersecurity Law and Contracting **300**

May 8, La Jolla, CA **WL** \$950
November 10, DC Metro Area **WL** \$900

FEDERAL GRANTS

Federal Grants Compliance **200**

January 25-26, Alexandria, VA \$1,275
October 23-24, Sterling, VA **WL** \$1,275

Grants Accounting and Compliance **200**

March 22, Orlando, FL \$950
August 16, San Diego, CA \$900

GOVERNMENT CONTRACTING

2017 Government Contracts Review & Outlook – West Coast **400**

November 9-10, San Diego, CA \$900

Administration of Government Contracts **200**

April 3-4, Las Vegas, NV \$1,275
April 25-26, Washington, DC \$1,275
October 17-18, Sterling, VA \$1,275
November 8-9, San Diego, CA \$1,275

Advanced FAR Workshop **300**

February 27-28, Alexandria, VA \$1,275
April 20-21, Sterling, VA \$1,275
May 11-12, La Jolla, CA **WL** \$1,325
June 20-21, Sterling, VA \$1,275
July 20-21, Hilton Head, SC **WL** \$1,325
September 21-22, Las Vegas, NV **WL** \$1,325
October 24-25, Herndon, VA \$1,275

Advanced Government Contracting Admin Workshop **400**

April 26-27, Arlington, VA \$1,275
July 19-20, Hilton Head, SC **WL** \$1,325

Advanced Issues in Multiple Award Schedule Contracting **300**

October 25-26, Sterling, VA **WL** \$1,275

Advanced Issues in Subcontracting & Teaming Agreements **300**

March 20-21, Orlando, FL **WL** \$1,325
October 17-18, Arlington, VA \$1,275

Audit Compliance through Workflow Automation **200**

October 25, Sterling, VA **WL** \$900

Basics of Government Contracting **100**

January 23-25, Sterling, VA \$1,350
February 13-15, Las Vegas, NV \$1,350
March 6-8, San Diego, CA \$1,350
March 20-22, Orlando, FL **WL** \$1,400
April 3-5, Sterling, VA \$1,350
May 8-10, La Jolla, CA **WL** \$1,400
May 17-19, Minneapolis, MN \$1,350
June 5-7, Boston, MA \$1,350
July 17-19, Hilton Head, SC **WL** \$1,400
August 14-16, Arlington, VA \$1,350
September 18-20, Las Vegas, NV **WL** \$1,400
November 6-8, Chicago, IL \$1,350
December 11-13, Sterling, VA \$1,350

Basics of Multiple Award Schedule Contracting **100**

October 23-24, Sterling, VA **WL** \$1,275

Behavioral Aspects of Government Contract Negotiations **200**

May 11-12, La Jolla, CA **WL** \$1,325

Bid Protests: Practice, Procedure and Strategy **300**

September 19, Sterling, VA \$900

Changes and Equitable Adjustments in Government Contracts **300**

March 13-14, Arlington, VA \$1,275
May 10-11, La Jolla, CA **WL** \$1,325

Commercial Item Acquisition **200**

October 26-27, Sterling, VA **WL** \$1,275

Concentrated Course in Government Contracts **400**

May 8-9, La Jolla, CA **WL** \$1,750
July 17-20, Hilton Head, SC **WL** \$1,750
December 4-7, Arlington, VA \$1,700

Contract Closeout **300**

July 20-21, Hilton Head, SC **WL** \$1,325
October 23-24, Arlington, VA \$1,275

Contract Interpretations, Constructive Changes and Other Disputes **300**

May 10-11, La Jolla, CA **WL** \$1,325

DFARS Workshop **100**

April 19, Sterling, VA \$950
May 10, La Jolla, CA **WL** \$950
July 19, Hilton Head, SC **WL** \$950
July 28, Honolulu, HI \$950
August 30, Herndon, VA \$950
September 20, Las Vegas, NV **WL** \$950

2017 CLASSROOM COURSES

FAR Workshop 100

January 26-27, Sterling, VA \$1,275
February 16-17, Las Vegas, NV \$1,275
March 9-10, San Diego, CA \$1,275
March 23-24, Orlando, FL **W/L** \$1,325
April 17-18, Sterling, VA \$1,275
May 8-9, La Jolla, CA **W/L** \$1,325
June 8-9, Boston, MA \$1,275
July 17-18, Hilton Head, SC **W/L** \$1,325
July 26-27, Honolulu, HI \$1,275
August 17-18, Arlington, VA \$1,275
September 18-19, Las Vegas, NV **W/L** \$1,325
November 9-10, Chicago, IL \$1,275
December 14-15, Sterling, VA \$1,275

Government Contract Compliance 200

July 18-19, Hilton Head, SC **W/L** \$1,325
October 23-24, Sterling, VA **W/L** \$1,275

Government Contract Law 200

August 14-15, Arlington, VA \$1,275

Government Contracting for Subcontractors 200

March 20-21, Orlando, FL **W/L** \$1,325
April 25-26, Las Vegas, NV \$1,275
September 20-21, Las Vegas, NV **W/L** \$1,325

Licensing Software and Technology to the Federal Government 300

September 18-19, Arlington, VA \$1,275

New Developments in Contract Compliance and Fraud Enforcement 300

October 25-26, Sterling, VA **W/L** \$1,275

Organizational Conflicts of Interest (OCI) 200

September 18-19, Las Vegas, NV **W/L** \$1,325

Preparing and Defending Government Contract Claims 200

October 17-18, Arlington, VA \$1,275

Preparing Effective Proposals 200

September 11-12, Sterling, VA \$1,275

Rights in Technical Data and Computer Software 300

May 22-23, Arlington, VA \$1,275
October 25-26, Sterling, VA **W/L** \$1,275

Subcontract Compliance for Small Businesses 200

May 12, La Jolla, CA **W/L** \$950

Terminations of Government Contracts 300

June 13-14, Las Vegas, NV \$1,275
November 7-8, Arlington, VA \$1,275

The 360 Government Contracting Workshop 100

March 27-April 1, Arlington, VA \$2,500
June 12-16, Arlington, VA \$2,500

The Fiscal Law of Government Contracting and the Anti-Deficiency Act 200

April 3-4, Sterling, VA \$1,275
July 20-21, Hilton Head, SC **W/L** \$1,325
December 5-6, Sterling, VA \$1,275

The Government Contract Intellectual Property Workshop 300

June 5-7, Boston, MA \$1,350
November 6-8, Arlington, VA \$1,350

The Mandatory Disclosure Requirements 200

October 27, Sterling, VA **W/L** \$900

The Masters Institute in Government Contract Intellectual Property 500

May 8-10, La Jolla, CA **W/L** \$1,400
July 17-19, Hilton Head, SC **W/L** \$1,400

The Masters Institute in Government Contracting 500

May 8-12, La Jolla, CA **W/L** \$1,995
July 17-21, Hilton Head, SC **W/L** \$1,995
December 4-8, Arlington, VA \$1,995

The Opportunities and Risks of Federal Supply Schedule Contracting 200

November 8, San Diego, CA \$900

The Service Contract Act 200

February 27-28, Washington, DC \$1,275
April 26-27, Las Vegas, NV \$1,275
September 7-8, Arlington, VA \$1,275

Types of Contracts 200

December 4-5, Washington, DC \$1,275

Understanding Overhead in Government Contracts 300

August 22-23, Arlington, VA **W/L** \$1,275
November 8-9, San Diego, CA \$1,275

Wage & Hour Compliance 200

October 25-26, Sterling, VA **W/L** \$1,275

INTERNATIONAL CONTRACTING

Advanced ITAR 200

February 24, Las Vegas, NV \$900
April 27, Arlington, VA \$900
June 21, Las Vegas, NV \$900
September 20, Las Vegas, NV **W/L** \$950
October 26, Arlington, VA **W/L** \$900
November 9, San Diego, CA \$900
December 7, Arlington, VA \$900

Basic ITAR 100

February 22-23, Las Vegas, NV \$1,275
April 25-26, Arlington, VA \$1,275
June 19-20, Las Vegas, NV \$1,275
September 18-19, Las Vegas, NV **W/L** \$1,325
October 25, Arlington, VA **W/L** \$900
November 7-8, San Diego, CA \$1,275
December 5-6, Arlington, VA \$1,275

Building an Export Compliance Program 200

October 25, Arlington, VA **W/L** \$900

EAR and OFAC Fundamentals: Export Control of Dual-Use Equipment, Technology and Services 300

October 27, Arlington, VA **W/L** \$900
June 22, Las Vegas, NV \$1,275

Foreign Corrupt Practices Act (FCPA) 200

October 23-24, Arlington, VA **W/L** \$1,275

Foreign Military Sales 300

May 24-25, Arlington, VA \$1,275
October 26, Arlington, VA **W/L** \$900

International Government Contracting 200

October 26-27, Arlington, VA **W/L** \$1,275

ITAR Compliance: A Voluntary Disclosure and Best Practices Workshop 200

October 25-26, Arlington, VA **W/L** \$1,275

All dates, locations, and prices are subject to change.

ACCREDITATION

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CLP: CONTINUOUS LEARNING POINTS

Defense Acquisition Workforce members must acquire 80 Continuous Learning Points (CLP) every two years from the date of entry into the acquisition workforce for as long as the member remains in an acquisition position per DoD Instruction 5000.66. We will provide you with documentation of points awarded for completing the event.

CONTINUING EDUCATION CREDIT

Certificates of completion will be provided to all seminar participants who attended Federal Publications Seminars courses and seminars following the event upon request.



NCMA: CONTRACT MANAGER CERTIFICATION

All Federal Publications Seminars courses meet the course requirements of the National Contract Management Association's certification programs. We are a proud Education Partner of the NCMA.

WestLegalEdCenter®

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States have widely varying regulations regarding MCLE credit. Federal Publications Seminars' accreditation partner, West LegalEdCenter, is an approved provider in AL, AK, AR, CA, GA, IL, ME, MO, MS, NC, ND, NE, NH, NJ, NM, NV, NY, OH, OK, PA, RI, SC, TN, TX, UT, VA, VI, VT, WA, WI, and WV. Credit may be applied for in other jurisdictions on request and in accordance with state MCLE rules.



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Federal Publications Seminars' accreditation partner is West LegalEdCenter, which is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State boards of accountancy have the final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be submitted to the National Registry of CPE Sponsors through its website: www.learningmarket.org.

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