

LAS VEGAS GOVERNMENT CONTRACTS WEEK

September 9–13, 2024 | Planet Hollywood Resort



THANK YOU TO OUR 2024 GOLD SPONSORS



JA White



DOWNLOAD OUR OFFICIAL LAS VEGAS E-PROGRAM HERE

- Las Vegas Week Schedule & FAQs •
- Sponsor Whitepapers on Hot Topics •
- FPS' **NEW** Leadership Institute

- **NEW** FPS AI for Government Contractors Certificate •
- Special Offers for Las Vegas Attendees •
- Upcoming FPSEvents Forums

FAQs AND QUICK TIPS

▶ CLASSROOM REGISTRATION AND CONTINENTAL BREAKFAST IS OPEN 7:00 - 8:00 a.m. EACH DAY.

- The Registration Desk is located at Planet Hollywood, Corporate Convention Center on the Mezzanine level of the hotel. It is open each day from 7:00 a.m. - 3:00 p.m. each day.
- Follow the Federal Publications Seminars' *Welcome to Las Vegas Government Contracts Week* signs.
- For those attending multiple courses: you must return to the Registration Desk to sign in for each new course.

ALL CLASSES START AT 8:00 A.M. AND END AT 3:00 P.M. EXCEPT FOR:

- Basic Export Controls – ITAR, EAR and Sanctions (ends at 11:00 a.m. on Day 2)
- Changes and Claims in Government Construction Contracting (ends at 11:00 a.m. on Day 2)
- Cost Accounting Standards (Ends at 11:00 a.m. on Day 3)
- Cost Allowability (ends at 11:00 a.m. on Day 2)

BREAKFAST / BREAKS / LUNCH - SCHEDULE

- **Continental Breakfast** will be served Monday through Friday from 7:00 – 8:00 a.m. in the Celebrity Ballroom
- **Coffee and Tea** will be served each day during the 9:45 – 10:15 a.m. timeframe in the Celebrity Ballroom
- **Lunch will be served Monday through Friday** from 12:00 – 1:00 p.m. in the Celebrity Ballroom
- **Coffee, Tea and a Snack** will be served each day during the 1:45 – 2:15 p.m. timeframe in the Celebrity Ballroom

COURSE MATERIALS - IMPORTANT!

Course materials will be available digitally in most cases. You will receive an email from Anya Hafiz of Federal Publications Seminars with course materials (PDF files). EXCEPTIONS: You will receive your course materials at the start of class for Basics of Government Contracting, Federal Subcontracting for Primes and Subs, and The Federal Contracting Workshop.

- NOTE: Power outlets are limited in the education rooms. If you are not printing your materials and bringing them and plan to utilize electronic course materials, please be sure to have your laptop, tablet, or other device fully charged each day.

EDUCATION CREDITS

All of our classroom courses offer continuing education credits. The most common requests are (CLE, CPE, CLP, CEU, and NCMA). Everyone MUST check in at registration before the start of every new class.

If you are seeking Continuing Education Credit:

- You must stop at the Registration Desk and sign in on the first day of each course you are taking.
- ADDITIONALLY, you must SIGN IN & OUT in the back of your classroom EACH day.
- You must complete an Affidavit of Attendance form that will be emailed to you after your workshop is completed.
- NOTE: You will receive your certificate approximately 30-45 days after you complete the online affidavit form

If you are seeking a Certificate of Completion:

- You must stop at the Registration Desk and sign in on the first day of each course you are taking.
- You must complete an Affidavit of Attendance form that will be emailed to you after the workshop is completed.
- NOTE: You will receive your certificate approximately 30-45 days after you complete the online affidavit form.

Important Note:

After your course has ended, you will receive an email for your Affidavit of Attendance. You must fill out this form to receive full credit for the course and/or for a Certificate of Completion. Due to changes with certain accreditation bodies, the Affidavit of Attendance form must be completed within 10 days of the program, or you will risk losing your credit.

PARKING

Valet and self-parking are available on-site. Self-parking fees (Mon-Thurs) are \$20/day; Valet-parking fees (Mon-Sun) are \$40 for hotel guests and fees will be charged to your room. Planet Hollywood provides covered parking garages with electric vehicle charging options.

LAPTOP CHARGING

Please come to class with your device(s) fully charged. Limited charging stations are available in the Registration Area.

TO SHIP BOOKS (new policy)

- Federal Express and UPS labels and boxes will be available at the registration desk.
- Please have available your business or personal FedEx/UPS account or credit card number.
- The FedEx Office is located conveniently within the conference area, and you can take your boxes into their office.

ATTIRE

The attire for the conference is business casual. Note that the classrooms may be cool at times so you may want to bring a sweater along.

COURSE EVALUATIONS

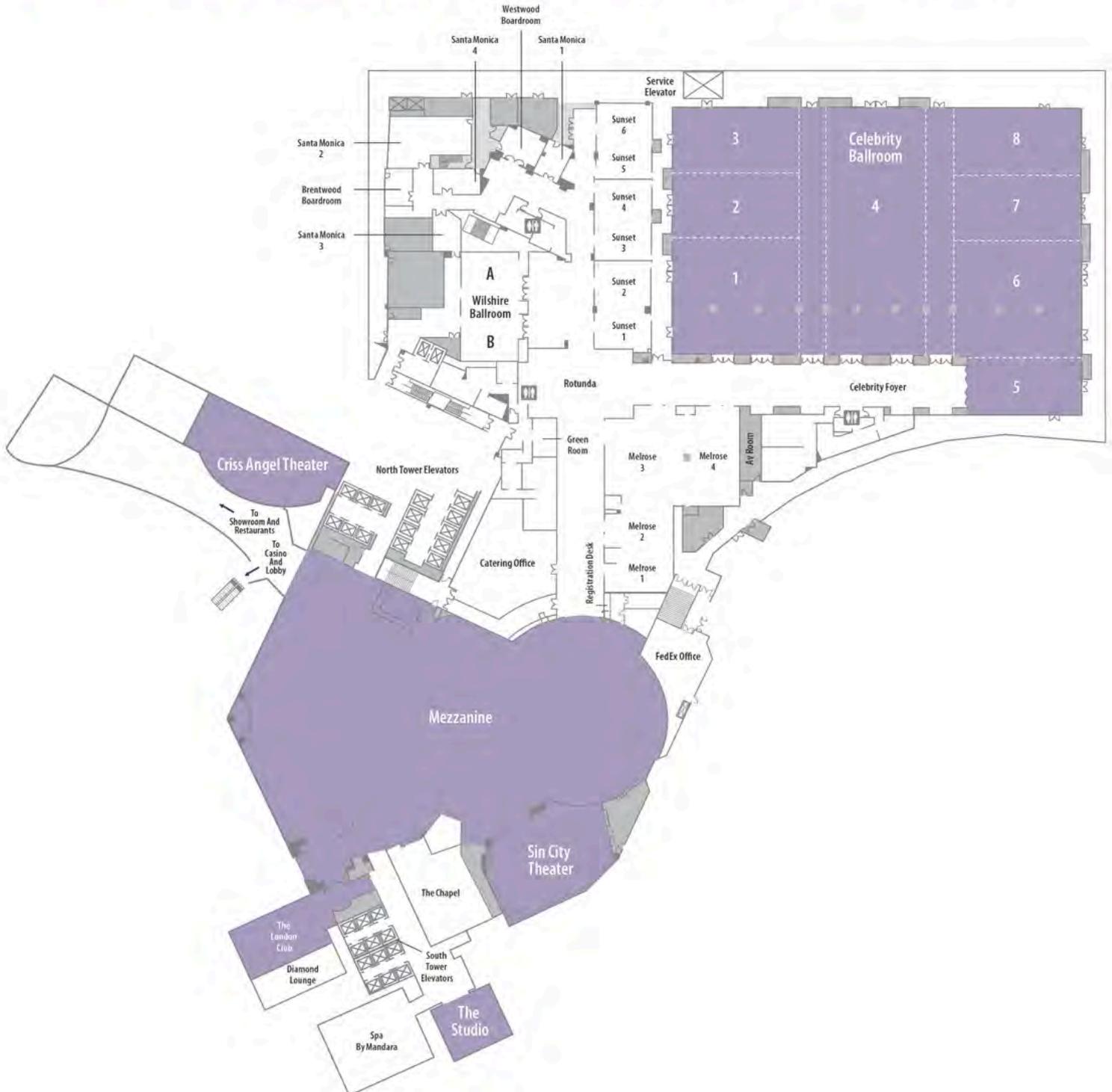
FPS values your input! Before the end of each course, we'll be placing course surveys on your desk. Please be sure to complete a survey for each course you take. All answers will be kept confidential. You can list your name and contact information for a chance to win a \$50 gift card!

GETTING AROUND PLANET HOLLYWOOD

The Registration Desk is located in the Corporate Convention Center, which is on the hotel's Mezzanine level. Follow the FPS "Welcome to Las Vegas Government Contracts Week."

Breakfast, lunch, and breaks will be served each day in the Celebrity Ballroom.

CORPORATE CONVENTION CENTER



2024 LAS VEGAS CONFERENCE – SCHEDULE AT A GLANCE

MONDAY SEPTEMBER 9

A Contractor's Guide to Risk Assessment
 A Practical Guide to the Incurred Cost Submission (ICS)
 Administration of Government Contracts
 Basic Export Controls – ITAR, EAR and Sanctions sponsored by 
 Basics of Government Contracting
 Cost and Price Analysis in Government Contracts
 FAR Workshop
 Government Contract Accounting Boot Camp
 Introduction to Government Construction Contracting
 The Masters Institute in Government Contracting
 The Service Contract Act

Lunch & Learn Automated Trends in Subcontract Compliance, *presented by*



JA White

Cocktail & Networking Reception

Immediately following class sponsored by



TUESDAY SEPTEMBER 10

Developing Cost and Price Proposals
 Managing Government Contract Audits

Lunch & Learn Hot Topics in Government Contracting, *presented by*



WEDNESDAY SEPTEMBER 11

A Practical Guide to the Davis-Bacon Act

Advanced Export Controls – ITAR and EAR sponsored by 

Cost Accounting Standards

Cost Allowability

DCAA Contractor Business Systems

DFARs Workshop

Foreign Military Sales

Negotiating Skills for Government Contractors

Organizational Conflicts of Interest (OCI)

Price Analysis Tools and Techniques with a Focus on Subcontracts

Lunch & Learn

Post-Transaction Considerations for Government Contractors, *presented by*



IMPORTANT INFORMATION

Registration Registration is 7:00 a.m.–8:00 a.m. (Classes start at 8:00 a.m.)

- The Registration Desk is located in Planet Hollywood Conference Center on the Mezzanine level of the hotel (download the official e-program for a map).
- Open each day from 7:00 a.m.–3:00 p.m. • For those attending multiple courses, you **must return** to the Registration Desk to sign in for each new course.

Class Times

- Classes begin each day at 8:00 a.m. and end at 3:00 p.m.
- See the official e-program for some end time exceptions



VISIT OUR SPONSORS

! Please take some time to stop by our sponsor booths. They have several relevant solutions and products for you!

GENERAL INFORMATION

**THURSDAY
SEPTEMBER 12**

**FRIDAY
SEPTEMBER 13**

Accreditation See important information in the FAQ/Quick Tips section of the digital Las Vegas GovCon Week e-program.

- You **MUST** sign in and out each day in order to receive continuing education credits

Continental Breakfast

Continental breakfast will be served Monday through Friday, 7:00 a.m.–8:00 a.m. in the Celebrity Ballroom.

Breaks

There will be a 15-minute break in the morning and afternoon. Coffee and tea will be served.

Lunch

Lunch will be served Monday through Friday, 12:00–1:00 p.m. in the Celebrity Ballroom.

Special Luncheon Keynote Sessions

Sessions will take place:

- **Monday:** Automated Trends in Subcontract Compliance, *presented by Jeffery White, JA White & Associates*
- **Tuesday:** Hot Topics in Government Contracting, *presented by Derek Shaw and Craig Stetson, BDO*
- **Wednesday:** Post-Transaction Considerations for Government Contractors, *presented by Asela Wijesiri and Jose Soto, MorganFranklin Consulting*
- **Thursday:** Building a Culture of Continuous Improvement Through Software Adoption, *presented by Kyle Peterson, VisibleThread*

Cocktail & Networking Reception

A cocktail and networking reception will be held immediately following class.

Monday, September 9, 3:00–4:30 pm, sponsored by



Internal Controls

Advanced FAR Workshop

Behavioral Aspects of Government Contract Negotiations

Changes and Claims in Government Construction Contracting

Federal Subcontracting for Primes and Subs

Preparing Effective Proposals

The Federal Contracting Workshop – Turning Knowledge into Practice

Lunch & Learn

Building a Culture of Continuous Improvement Through Software Adoption
presented by **VisibleThread**

Leadership Institute – Session 6: Problem Solving to Achieve Sustainable Outcomes

Compliant Purchasing System
Implementing Ethics and Compliance in Government Contracting



DCAA/DCMA 2024 Year-End Federal Contracting Forum

Westwood Country Club | Vienna, VA | November 20-21, 2024
A **NEW** 2-day forum focusing on DCAA audit activities and DCMA review processes.

For more information, scan this QR code:



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2024 FPS GOVERNMENT CONTRACTS YEAR IN REVIEW

December 4-5, 2024 | Tysons Corner, VA

The Tradition Continues!

Federal Publications Seminars (FPS) is proud to re-instate Year in Review in 2024.

A must-attend event for over four decades!

Scan to register
and for a
detailed agenda



Las Vegas attendees get \$200 off
through October 15, 2024.

Reference **200DCYIRFPS2024** at checkout.

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FPS (AI) Artificial Intelligence for Government Contractors Certificate

NEW!

CONCENTRATED 5-DAY CERTIFICATE PROGRAM

There are 5 courses within this certificate, it is recommended that you take them in the order below:

- AI Guidance from the U.S. Government –
Briefing on the New EU AI Act
- Disinformation and Deepfakes in AI –
Technology Basics
- IT Acquisition – Software Supply Chain Vulnerabilities
- The New NIST Risk Management Framework on AI –
It's All About the Data
- The Semiconductor Industry and Electronic CHIPS –
Your AI Strategies

Scan to learn more



Developing Effective Leaders for the Government Contracting Industry

Take 6 sessions (first 5 online and 6th in-person or online, your choice) Topics include:

- Strategic and Critical Thinking
- Conflict Resolution
- Coaching and Team Leadership
- Presentation Skills and Effective Communications
- Contract Management

For more information, scan the QR code:



NEW!



"They've handled our complexities without missing a step. It's a huge advantage."

The world of government contracting is anything but simple. With economic and political climates constantly evolving, regulatory standards are complex and subject to frequent change. BDO's dedicated practice has deep experience working with government contractors across the country. Our principals and professionals provide hands-on technical and strategic support to help you manage challenges and pursue opportunities.

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CRAIG STETSON, Government Contracting Managing Director / cstetson@bdo.com

DEREK SHAW, Government Contracting Managing Director / dshaw@bdo.com

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Risk Management in Information Technology



JA White

The General Services Administration (GSA) is developing the next Unrestricted Alliant 3 Government-wide Acquisition Contract (GWAC). GSA announced that the Alliant 3 GWAC will be a multiple-award indefinite-delivery/indefinite-quantity (IDIQ) contract, allowing 76 potential offerors (plus ties) to provide information technology products and services to various government agencies. The Alliant 3 GWAC will have a 5-year base period and an additional 5-year option period. The official Request for Proposal (RFP) for Alliant 3 is planned to be released in the 3rd Quarter of FY24.

The draft RFP for the Alliant 3 GWAC is expected to allow Certified Public Accountant (CPA) firms to assess contractors' purchasing systems in accordance with the DCMA Contractor Purchasing System Review (CPSR) Guidebook. J.A. White & Associates and Anglin Reichmann Armstrong have joined forces to offer Purchasing System Certifications for contractors seeking GovCon opportunities, such as Alliant 3, which recognizes having an Approved Purchasing System. For more information and assistance with your organization's Purchasing System evaluation needs, please contact info@jawwhite.com.

Incurring cost submission best practices for government contractors

Navigating compliance and streamlining processes for success

March 14, 2024

Federal government contractors are required to submit an incurred cost submission (ICS) report on an annual basis. This is a government contractor's reconciliation of provisional rates with final indirect rates. The ICS process can be intimidating, but contractors who embrace certain guiding principles are more likely to achieve a successful submission.

Here are some best practices for submitting an ICS.

Establish a plan

Contractors should assign a single point of contact to be responsible for the ICS preparation. This should be someone who has the knowledge, skills and experience to compile schedules and identify the necessary information.

Contractors should also ensure that cross-functional teams are equipped to provide or support the ICS data requirements. Everyone involved in the process needs to understand what data is required and adhere to a schedule.

Ensure policies and procedures are up to date

Auditors will want to obtain relevant policies and procedures, so contractors must be prepared to provide this information. Contractors cannot plead ignorance about their own systems, so they should be aware of any changes to policies and procedures from prior years.

Use a data checklist

Data requests should have established deadlines to ensure time for questions, reconciliations and other issues that may

arise during the preparation of the ICS. A data checklist would include, among other items, the following information:

- Year-end final financial statements, including trial balance
- General ledger detail
- Project summary reports
- Contract revenue by contract type
- Year-end invoices
- Project detail labor report with hours and labor categories
- Payroll reconciliation (e.g., quarterly 941s)

Brief your contracts

Contractors should prepare and maintain contract briefs for all awarded contracts and subcontracts. Contract briefs serve as summarized versions of contract information. For example, contract briefs can include contract type, total funding, ceiling amount based on the newest modifications, key clauses and requirements, and cost principles to consider.

Creating Supplemental Schedule (O), Contract Briefings, which includes a synopsis of all pertinent contract provisions, is a good practice for contractors to implement as part of their standing process and controls even though it is not a required form.

Scrub unallowable costs

Contractors should have written policies and procedures in place so that unallowable costs are not invoiced or claimed. Employees should be trained to recognize expressly unallowable costs as well as those that are not expressly unallowable.

Review for adequacy

Before submitting the ICS, contractors should review the [Defense Contract Audit Agency ICS Adequacy Checklist](#). This guide will help contractors assess the state of their submission.

Furthermore, contractors should ensure that their schedules tie and reconcile with the trial balance. Among the reconciliation schedules that contractors should prepare are the following:

- ICS to trial balance: Identify where all costs are captured or reported
- ICS workbook reconciliation: Reconcile Schedule A with pool and base costs listed on Schedules E, H and H-1. This helps identify formula or linking errors.
- Total cost reconciliation: Ensure that the total trial balance expenses (plus or minus certain adjustments) are equal to the total costs within the model. Contractors should remember to add back unallowables.

The takeaway

The ICS process can be challenging for contractors. But organizations that follow ICS best practices can make the process smoother and more efficient.

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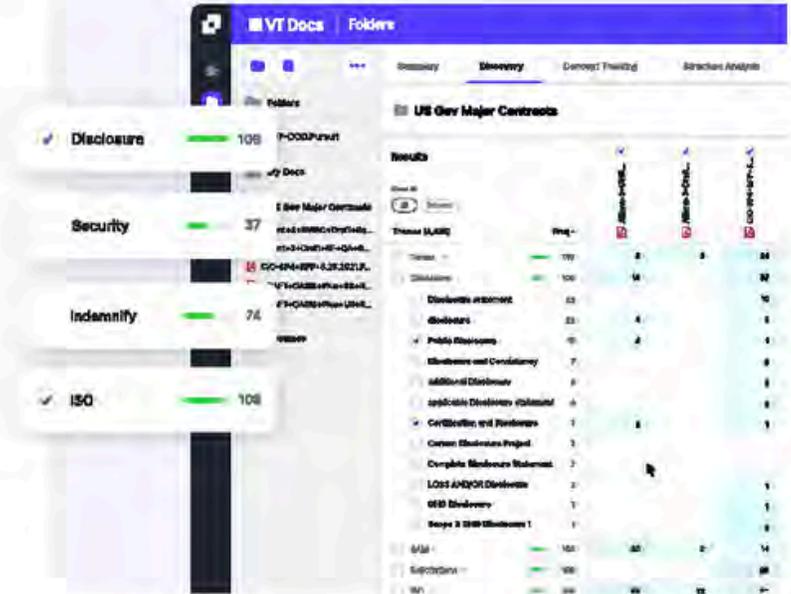
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