

PUBLIC CONTRACTING INSTITUTE MASTER CALENDAR 2019

REPEATING LIVE SEMINARS OFFERED IN PARTNERSHIP WITH GEORGE MASON UNIVERSITY

Accounting and Auditing for Government Contracts

[February 4-5](#)

[May 13-14](#)

[August 13-14](#)

[November 5-6](#)

Contract Changes and Equitable Adjustments

[January 23-24](#)

[May 21-22](#)

[October 2-3](#)

Cost Accounting Strategies (CAS)

[January 16-17](#)

[August 28-29](#)

Cost and Price Analysis

[February 6-7](#)

[May 15-16](#)

[August 20-21](#)

[November 7-8](#)

Ethics and Compliance

[March 5](#)

[May 6](#)

[September 17](#)

Government Contracting Fundamentals

[January 28-30](#)

[April 2-4](#)

[July 15-17](#)

[October 23-25](#)

[December 9-11](#)

Master's Academy in Government Contracting

[February 25 - March 1](#)

[April 29 – May 3](#)

[August 5-9](#)

[November 18-22](#)

Navigating the FAR: Practical Applications

[January 31-February 1](#)

[April 4-5](#)

[July 18-19](#)

[October 21-22](#)

[December 12-13](#)

Negotiations Strategies and Techniques

[March 6-7](#)

[May 7-8](#)

[September 18-19](#)

Timekeeping for Government Contractors

[March 13](#)

[August 15](#)

[November 4](#)

PUBLIC CONTRACTING INSTITUTE MASTER CALENDAR 2019

REPEATING LIVE SEMINARS OFFERED BY PCI

Appropriations Law January 9-10 June 18-19	Federal Government Contract Accounting April 9 August 27	Healthcare Contracting June 20 December 2	Preparing for a Federal Government Contract Audit April 8 September 30
CAS Cost Impacts March 27-28 December 4-5	Federal Grants Forum April 10 September 5	Interpretation of a Government Contract June 5-6 December 17-18	Preparing the Incurred Cost Submission January 14-15 May 14-15 (FL) September 16-17
Contract Closeout March 11 October 1	The Foreign Corrupt Practices Act (FCPA) May 20 October 7	IP Data Rights and Wrongs February 5-6 (FL) May 21-22 September 3-4 (CO) November 19-20 (TX)	Price Analysis and Cost Analysis March 4-5 June 11-12
Commercial/Government Contracting Convergence January 30-31 (FL) August 20-21 October 29-30 (TX)	Foreign Military Contracting Best Practices: FMS, FMF, and DCC/DCS April 15 August 16	Labor Regulations March 13-14 (FL) November 13-14	Positive Leadership January 24 (FL) September 24 December 3 (AZ)
Contract Closeout: Procedures and Examples February 14 July 9	Fundamentals of Contracting and Subcontracting February 19-21 July 30-August 1 November 12-14 (FL)	Managing Cost-Type Contracts June 13 October 8	Risk Management May 30 October 9
Cost Reimbursement Contracting May 21-22 (FL) Oct 9-10 (FL)	Government Accounting Requirements and Preparing for Contract Audits February 12-13 June 5-6	Managing Government Property February 11 July 29	Subcontracting SOW Development Best Practices Workshop March 26 July 8
Emergency Contracting March 12 December 3	GSA Schedule Contracting March 12-13 (FL) September 25-26	Opportunity Capture April 17-18 (FL) May 15-16 (TX) June 19-20	Supply Chain Management and Compliance May 28-29 September 3-4
Ethics and Compliance in Government Contracting March 25 May 6 September 9		Organizational Conflicts of Interest in Government Contracting July 10 December 19	

PCI Locations: Washington DC, Reston VA, Arlington VA, Orlando FL, Fort Worth TX, Denver CO, Scottsdale AZ

Supply Chain Week

March 4-8

Teaming Agreements:

Drafting and Negotiating

April 11

August 22

Trending Developments in

Government Contract

Compliance and Cybersecurity

March 20-21

October 30-31

The Trifecta: Price Analysis,

Cost Analysis, and Contract

Negotiations

April 16-18

September 10-12

Types of Contracts

June 4

October 17

PUBLIC CONTRACTING INSTITUTE MASTER CALENDAR 2019

HANDS-ON WORKSHOPS OFFERED BY PCI

HOW: Cost Accounting Standards

June 27

December 16

HOW: Develop an Export Controls Compliance Program

April 1

August 26

HOW: Developing an Ethics and Compliance Program

May 23

October 29

HOW: Mechanics of Bid Protests

March 14

July 25

November 12

HOW: Other Transactions

January 22

July 24

HOW: Preparing the Incurred Cost Submission

March 18-19

July 22-23

HOW: Proprietary Technical Data and Software

February 7 (FL)

May 23

September 5 (CO)

November 21 (TX)

JANUARY 2019

Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
	1 <u>New Year's Day</u>	2	3 Federal IT Acquisitions	4	5	6
7 IP Data Rights and Wrongs	8 IP Data Rights and Wrongs <i>Fun with the DFARS</i> Financial Forum <i>Proposal Evaluations Series</i>	9 Appropriations Law <i>Fun with the FAR</i> 0-60 Government Contracting in a Capsule	10 Appropriations Law	11	12	13
14 <i>Fundamentals of Contracting & Subcontracting (FL)</i> Free Webinar	15 <i>Cybersecurity: It Isn't Just for Techies Anymore!</i> Fundamentals of Contracting & Subcontracting (FL)	16 Cost Accounting Strategies (CAS) Supply Chain Symposium Fundamentals of Contracting & Subcontracting (FL)	17 Cost Accounting Strategies (CAS) <i>Top 10 Series</i> Fundamentals of Contracting & Subcontracting (FL)	18 Fundamentals of Contracting & Subcontracting (FL)	19	20
21 <u>MLK Jr. Day</u>	22 HOW: Other Transactions <i>Subcontracting Summit: A Case Study Approach to Best Practices</i>	23 Contract Changes and Equitable Adjustments <i>Fun with the FAR</i>	24 Contract Changes and Equitable Adjustments <i>Positive Leadership (FL)</i>	25	26	27
28 Government Contracting Fundamentals <i>Preparing the Incurred Cost Submission (FL)</i>	29 Government Contracting Fundamentals <i>Preparing the Incurred Cost Submission (FL)</i>	30 Government Contracting Fundamentals <i>Commercial/Government Convergence (FL)</i>	31 Navigating the FAR: Practical Applications <i>The Professor's Forum with Ralph Nash and Tim Sullivan</i> Commercial/Government Convergence (FL)			

JANUARY 2019

SEMINARS

IP Data Rights and Wrongs January 7-8	Contract Changes and Equitable Adjustments January 23-24
Appropriations Law January 9-10	Positive Leadership January 24 (FL)
Fundamentals of Contracting & Subcontracting Jan 14-18 (FL)	Preparing the Incurred Cost Submission January 28-29 (FL)
Cost Accounting Strategies (CAS) January 16-17	Government Contracting Fundamentals January 28-30
HOW: Other Transactions January 22	Commercial/Government Convergence January 30-31 (FL)
	Navigating the FAR: Practical Applications Jan 31-Feb 1

WEBINARS

Financial Forum January 8
Free Webinar January 14
Supply Chain Symposium January 16

VIRTUAL CLASSES

Federal IT Acquisitions January 3	Cybersecurity: It Isn't Just for Techies Anymore! January 15
Fun with the DFARS January 8	Top 10 Series January 17
Proposal Evaluations Series January 8	Subcontracting Summit: A Case Study Approach to Best Practices January 22
0-60 Government Contracting in a Capsule January 9	The Professor's Forum with Ralph Nash and Tim Sullivan January 31
Fun with the FAR January 9 & 23	

FEBRUARY 2019

Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
				1 Navigating the FAR: Practical Applications	2	3
4 Accounting and Auditing for Government Contracts	5 Accounting and Auditing for Government Contracts <i>Fun with the DFARS</i> IP Data Rights and Wrongs (FL)	6 Cost and Price Analysis <i>Fun with the FAR</i> 0-60 Government Contracting in a Capsule <i>IP Data Rights and Wrongs (FL)</i>	7 Cost and Price Analysis <i>Federal IT Acquisitions</i> HOW – A Hands on Workshop to Help you Identify and Mark Proprietary Technical Data and Computer Software	8	9	10
11 Managing Government Property <i>Free Webinar</i>	12 Government Accounting Requirements and Preparing for Contract Audits <i>Financial Forum</i> Proposal Evaluations Series Billing Systems (FL)	13 Government Accounting Requirements and Preparing for Contract Audits <i>Billing Systems (FL)</i>	14 Contract Closeout: Procedures and Examples	15	16	17
18 <u>Presidents' Day/Washington's Birthday</u>	19 Fundamentals of Contracting & Subcontracting <i>Cybersecurity: It Isn't Just for Techies Anymore!</i>	20 Fundamentals of Contracting & Subcontracting <i>Supply Chain Symposium</i> <i>Fun with the FAR</i>	21 Fundamentals of Contracting & Subcontracting <i>Top 10 Series</i>	22	23	24
25 Master's Academy in Government Contracting	26 Master's Academy in Government Contracting <i>Subcontracting Summit: A Case Study Approach to Best Practices</i>	27 Master's Academy in Government Contracting	28 Master's Academy in Government Contracting <i>The Professor's Forum with Ralph Nash and Tim Sullivan</i>			

FEBRUARY 2019

SEMINARS

Navigating the FAR: Practical Applications
Jan 31-Feb 1

Accounting and Auditing for Government Contracts
February 4-5

IP Data Rights and Wrongs (FL)
March 5-6

HOW – A Hands-On Workshop to Help you Identify and Mark Proprietary Technical Data and Computer Software (FL)
March 7

Cost and Price Analysis
February 6-7

Managing Government Property
February 11

Government Accounting Requirements and Preparing for Contract Audits
February 12-13

Contract Closeout: Procedures and Examples
February 14

Fundamentals of Contracting & Subcontracting
February 19-21

Master's Academy in Government Contracting
February 25-28

WEBINARS

Financial Forum
February 12

Free Webinar
February 11

Supply Chain Symposium
February 20

VIRTUAL CLASSES

Fun with the DFARS
February 5

0-60 Government Contracting in a Capsule
February 6

Fun with the FAR
February 6 & 20

Federal IT Acquisitions
February 7

Proposal Evaluations Series
February 12

Cybersecurity: It Isn't Just for Techies Anymore!
February 19

Top 10 Series
February 21

Subcontracting Summit: A Case Study Approach to Best Practices
February 26

The Professor's Forum with Ralph Nash and Tim Sullivan
February 28

MARCH 2019

Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
				1	2	3
4 Price Analysis and Cost Analysis <i>Supply Chain Week (FL)</i>	5 Price Analysis and Cost Analysis <i>Fun with the DFARS</i> Supply Chain Week (FL)	6 Negotiations Strategies and Techniques <i>Fun with the FAR</i> 0-60 Government Contracting in a Capsule <i>Supply Chain Week (FL)</i>	7 Negotiations Strategies and Techniques <i>Federal IT Acquisitions</i>	8 Supply Chain Week (FL)	9	10
11 Contract Closeout <i>Free Webinar</i>	12 Emergency Contracting <i>Financial Forum</i> Proposal Evaluations Series <i>GSA Schedule Contracting (FL)</i>	13 Timekeeping for Government Contractors <i>GSA Schedule Contracting (FL)</i>	14 HOW: Mechanics of Bid Protests	15	16	17
18 HOW: Preparing the Incurred Cost Submission	19 HOW: Preparing the Incurred Cost Submission <i>Cybersecurity: It Isn't Just for Techies Anymore!</i>	20 Trending Developments in Government Contract Compliance and Cybersecurity <i>Supply Chain Symposium</i> Fun with the FAR	21 Trending Developments in Government Contract Compliance and Cybersecurity <i>Top 10 Series</i>	22	23	24
25 Ethics and Compliance in Government Contracting	26 Subcontracting SOW Best Practices Workshop <i>Subcontracting Summit: A Case Study Approach to Best Practices</i>	27 CAS Cost Impacts <i>Labor Regulations (FL)</i>	28 CAS Cost Impacts <i>The Professor's Forum with Ralph Nash and Tim Sullivan</i> Labor Regulations (FL)	29	30	31

MARCH 2019

SEMINARS

Price Analysis and Cost Analysis March 4-5	HOW: Preparing the Incurred Cost Submission March 18-19
Supply Chain Week (FL) March 4-8	Trending Developments in Government Contract Compliance and Cybersecurity March 20-21
Negotiations Strategies and Techniques March 6-7	Ethics and Compliance in Government Contracting March 25
Contract Closeout March 11	Subcontracting SOW Best Practices Workshop March 26
Emergency Contracting March 12	Labor Regulations March 27-28
GSA Schedule Contracting (FL) March 12-13	CAS Cost Impacts March 27-28
Timekeeping for Government Contractors March 13	
HOW: Mechanics of Bid Protests March 14	

WEBINARS

Financial Forum March 12
Free Webinar March 11
Supply Chain Symposium March 20

VIRTUAL CLASSES

Fun with the DFARS March 5	Cybersecurity: It Isn't Just for Techies Anymore! March 19
0-60 Government Contracting in a Capsule March 6	Top 10 Series March 21
Fun with the FAR March 6 & 20	Subcontracting Summit: A Case Study Approach to Best Practices March 26
Federal IT Acquisitions March 7	The Professor's Forum with Ralph Nash and Tim Sullivan March 28
Proposal Evaluations Series March 12	

APRIL 2019

Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
1 HOW: Develop an Export Controls Compliance Program	2 Government Contracting Fundamentals <i>Fun with the DFARS</i>	3 Government Contracting Fundamentals <i>Fun with the FAR</i> 0-60 Government Contracting in a Capsule	4 Government Contracting Fundamentals <i>Navigating the FAR: Practical Applications</i> Federal IT Acquisitions	5 Navigating the FAR: Practical Applications	6	7
8 Preparing for a Federal Government Contract Audit <i>Free Webinar</i>	9 Federal Government Contract Accounting Financial Forum <i>Proposal Evaluations Series</i>	10 Federal Grants Forum	11 Teaming Agreements: Drafting and Negotiating <i>Nash & Gray: Demystifying Intellectual Property/Data Rights in Government Contracts</i>	12	13	14
15 Foreign Military Contracting Best Practices: FMS, FMF, and DCC/DCS <i>Fundamentals of Contracting & Subcontracting (AZ)</i>	16 The Trifecta: Price Analysis, Cost Analysis, and Contract Negotiations <i>Fundamentals of Contracting & Subcontracting (AZ)</i>	17 The Trifecta: Price Analysis, Cost Analysis, and Contract Negotiations Supply Chain Symposium <i>Fun with the FAR</i> <i>Fundamentals of Contracting & Subcontracting (AZ)</i> Opportunity Capture (FL)	18 The Trifecta: Price Analysis, Cost Analysis, and Contract Negotiations <i>Top 10 Series</i> <i>Fundamentals of Contracting & Subcontracting (AZ)</i> Opportunity Capture (FL)	19 <i>Fundamentals of Contracting & Subcontracting</i> <i>Jan 14-18 (AZ)</i>	20	21
22	23 <i>Subcontracting Summit: A Case Study Approach to Best Practices</i>	24	25 <i>The Professor's Forum with Ralph Nash and Tim Sullivan</i>	26	27	28
29 Master's Academy in Government Contracting	30 Master's Academy in Government Contracting					

APRIL 2019

SEMINARS

HOW: Develop an Export Controls Compliance Program April 1	Teaming Agreements: Drafting and Negotiating April 11
Government Contracting Fundamentals April 2-4	Foreign Military Contracting Best Practices: FMS, FMF, and DCC/DCS April 15
Navigating the FAR: Practical Applications April 4-5	Fundamentals of Contracting & Subcontracting (CO) April 15-19
Preparing for a Federal Government Contract Audit April 8	The Trifecta: Price Analysis, Cost Analysis, and Contract Negotiations April 16-18
Federal Government Contract Accounting April 9	Opportunity Capture April 17-18
Federal Grants Forum April 10	Master's Academy in Government Contracting April 29-May 3

WEBINARS

Financial Forum April 9
Free Webinar April 8
Supply Chain Symposium April 17

VIRTUAL CLASSES

Fun with the DFARS April 2	Nash & Gray: Demystifying Intellectual Property/Data Rights in Government Contracts April 11
0-60 Government Contracting in a Capsule April 3	Top 10 Series April 18
Fun with the FAR April 3 & 17	Subcontracting Summit: A Case Study Approach to Best Practices April 23
Federal IT Acquisitions April 4	The Professor's Forum with Ralph Nash and Tim Sullivan April 25
Proposal Evaluations Series April 9	

MAY 2019

Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
		1 Master's Academy in Government Contracting <i>Fun with the FAR</i>	2 Master's Academy in Government Contracting <i>Federal IT Acquisitions</i>	3 Master's Academy in Government Contracting	4	5
6 Ethics and Compliance in Government Contracting	7 Negotiations Strategies and Techniques <i>Fun with the DFARS</i>	8 Negotiations Strategies and Techniques <i>0-60 Government Contracting in a Capsule</i> Cost Reimbursement Contracting	9 HOW: Proprietary Technical Data and Software <i>Nash & Gray: Demystifying Intellectual Property/Data Rights in Government Contracts</i>	10	11	12
13 Accounting and Auditing for Government Contracts <i>Free Webinar</i>	14 Accounting and Auditing for Government Contracts <i>Preparing the Incurred Cost Submission (FL)</i> Financial Forum <i>Proposal Evaluations Series</i>	15 Cost and Price Analysis <i>Preparing the Incurred Cost Submission (FL)</i> Supply Chain Symposium <i>Fun with the FAR</i> Opportunity Capture (TX)	16 Cost and Price Analysis <i>Top 10 Series</i> Opportunity Capture (TX)	17	18	19
20 The Foreign Corrupt Practices Act (FCPA)	21 Contract Changes and Equitable Adjustments <i>IP Data Rights and Wrongs</i> Cost Reimbursement Contracting (FL)	22 Contract Changes and Equitable Adjustments <i>IP Data Rights and Wrongs</i> Cost Reimbursement Contracting (FL)	23 HOW: Developing an Ethics and Compliance Program <i>HOW – A Hands on Workshop to Help you Identify and Mark Proprietary Technical Data and Computer Software.</i>	24	25	26
27 <u>Memorial Day</u>	28 Supply Chain Management and Compliance <i>Subcontracting Summit: A Case Study Approach to Best Practices</i>	29 Supply Chain Management and Compliance <i>Fun with the FAR</i>	30 Risk Management <i>The Professor's Forum with Ralph Nash and Tim Sullivan</i>	31		

MAY 2019

SEMINARS

Master's Academy in Government Contracting April 29-May 3	Opportunity Capture (TX) May 16-16
Ethics and Compliance in Government Contracting May 6	The Foreign Corrupt Practices Act (FCPA) May 20
Negotiations Strategies and Techniques May 7-8	Contract Changes and Equitable Adjustments May 21-22
HOW: Proprietary Technical Data and Software May 9	Cost Reimbursement Contracting (FL) May 21-22
Accounting and Auditing for Government Contracts May 13-14	IP Data Rights and Wrongs May 21-22
Preparing the Incurred Cost Submission (FL) May 14-15	HOW: Developing an Ethics and Compliance Program May 23
Cost and Price Analysis May 15-16	HOW – A Hands on Workshop to Help you Identify and Mark Proprietary Technical Data and Computer Software. May 23
	CAS Cost Impacts March 27-28
	Supply Chain Management and Compliance May 28-29
	Risk Management May 30

WEBINARS

Free Webinar May 13
Financial Forum May 14
Supply Chain Symposium May 15

VIRTUAL CLASSES

Fun with the FAR May 1, 15, & 29	Proposal Evaluations Series May 14
Federal IT Acquisitions May 2	Top 10 Series May 16
Fun with the DFARS May 7	Subcontracting Summit: A Case Study Approach to Best Practices May 28
0-60 Government Contracting in a Capsule May 8	The Professor's Forum with Ralph Nash and Tim Sullivan May 30
Nash & Gray: Demystifying Intellectual Property/Data Rights in Government Contracts May 9	

JUNE 2019

Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
					1	2
3	4 Types of Contracts <i>Fun with the DFARS</i>	5 Interpretation of a Government Contract <i>0-60 Government Contracting in a Capsule</i>	6 Interpretation of a Government Contract <i>Federal IT Acquisitions</i>	7	8	9
10 Free Webinar	11 Price Analysis and Cost Analysis <i>Financial Forum</i> Proposal Evaluations Series	12 Price Analysis and Cost Analysis <i>Fun with the FAR</i>	13 Managing Cost-Type Contracts <i>Nash & Gray: Demystifying Intellectual Property/Data Rights in Government Contracts</i>	14	15	16
17 Appropriations Law	18 Appropriations Law	19 Opportunity Capture <i>Supply Chain Symposium</i> 0-60 Government Contracting in a Capsule	20 Opportunity Capture <i>Top 10 Series</i>	21	22	23
24 Healthcare Contracting	25 Government Accounting Requirements and Preparing for Contract Audits <i>Subcontracting Summit: A Case Study Approach to Best Practices</i>	26 Government Accounting Requirements and Preparing for Contract Audits <i>Fun with the FAR</i>	27 HOW: Cost Accounting Standards <i>The Professor's Forum with Ralph Nash and Tim Sullivan</i>	28	29	30

JUNE 2019

SEMINARS

Types of Contracts June 4	Opportunity Capture June 19-20
Interpretation of a Government Contract June 5-6	Healthcare Contracting June 24
Price Analysis and Cost Analysis June 11-12	Government Accounting Requirements and Preparing for Contract Audits June 25-26
Managing Cost-Type Contracts June 13	HOW: Cost Accounting Standards June 27
Appropriations Law June 17-18	

WEBINARS

Financial Forum June 11
Free Webinar June 10
Supply Chain Symposium June 19

VIRTUAL CLASSES

Fun with the DFARS June 4	Nash & Gray: Demystifying Intellectual Property/Data Rights in Government Contracts June 13
0-60 Government Contracting in a Capsule June 5 & 19	Top 10 Series June 20
Federal IT Acquisitions June 6	Subcontracting Summit: A Case Study Approach to Best Practices June 25
Proposal Evaluations Series June 11	
Fun with the FAR June 12 & 26	The Professor's Forum with Ralph Nash and Tim Sullivan June 27

JULY 2019

Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
1	2	3	4 <u>Independence Day</u>	5	6	7
8 Subcontracting SOW Best Practices Workshop <i>Free Webinar</i>	9 Contract Closeout: Procedures and Examples <i>Fun with the DFARS</i>	10 Organizational Conflicts of Interests in Government Contracting <i>Fun with the FAR</i> 0-60 Government Contracting in a Capsule	11 Nash & Gray: Demystifying Intellectual Property/Data Rights in Government Contracts Federal IT Acquisitions	12	13	14
15 Government Contracting Fundamentals	16 Government Contracting Fundamentals	17 Government Contracting Fundamentals	18 Navigating the FAR: Practical Applications	19 Navigating the FAR: Practical Applications	20	21
22 HOW: Preparing the Incurred Cost Submission <i>Fundamentals of Contracting & Subcontracting (CO)</i>	23 HOW: Preparing the Incurred Cost Submission <i>Fundamentals of Contracting & Subcontracting (CO)</i>	24 HOW: Other Transactions <i>Fun with the FAR</i> <i>Fundamentals of Contracting & Subcontracting (CO)</i>	25 HOW: Mechanics of Bid Protests <i>Fundamentals of Contracting & Subcontracting (CO)</i>	26	27	28
29 Managing Government Property	30 Fundamentals of Contracting and Subcontracting	31 Fundamentals of Contracting and Subcontracting				

JULY 2019

SEMINARS

Contract Closeout: Procedures and Examples July 9	HOW: Preparing the Incurred Cost Submission July 22-23
Subcontracting SOW Best Practices Workshop July 8	Fundamentals of Contracting & Subcontracting (CO) July 22-25
Organizational Conflicts of Interests in Government Contracting July 10	HOW: Other Transactions July 24
Government Contracting Fundamentals July 15-17	HOW: Mechanics of Bid Protests July 25
Navigating the FAR: Practical Applications July 18-19	Managing Government Property July 29
	Fundamentals of Contracting and Subcontracting July 30-August 1

WEBINARS

Free Webinar
July 8

VIRTUAL CLASSES

Fun with the DFARS July 9	Nash & Gray: Demystifying Intellectual Property/Data Rights in Government Contracts July 11
0-60 Government Contracting in a Capsule July 10	Federal IT Acquisitions July 11
Fun with the FAR July 10 & 24	

AUGUST 2019

Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
			1 Fundamentals of Contracting and Subcontracting <i>Federal IT Acquisitions</i>	2	3	4
5 Master's Academy in Government Contracting	6 Master's Academy in Government Contracting <i>Fun with the DFARS</i>	7 Master's Academy in Government Contracting <i>Fun with the FAR</i> 0-60 Government Contracting in a Capsule	8 Master's Academy in Government Contracting	9 Master's Academy in Government Contracting	10	11
12 <i>Free Webinar</i>	13 Accounting and Auditing for Government Contracts	14 Accounting and Auditing for Government Contracts	15 Timekeeping for Government Contractors	16	17	18
19 Foreign Military Contracting Best Practices: FMS, FMF, and DCC/DCS	20 Cost and Price Analysis <i>Commercial/Government Convergence</i>	21 Cost and Price Analysis <i>Commercial/Government Convergence</i>	22 Teaming Agreements: Drafting and Negotiating	23	24	25
26 HOW: Develop an Export Controls Compliance Program	27 Federal Government Contract Accounting	28 Cost Accounting Strategies (CAS) <i>Fun with the FAR</i>	29 Cost Accounting Strategies (CAS)	30	31	

AUGUST 2019

<u>SEMINARS</u>		<u>WEBINARS</u>	<u>VIRTUAL CLASSES</u>	
Master's Academy in Government Contracting August 5-9	Teaming Agreements: Drafting and Negotiating August 22	Free Webinar August 12	Federal IT Acquisitions August 1	0-60 Government Contracting in a Capsule August 7
Accounting and Auditing for Government Contracts August 13-14	HOW: Develop an Export Controls Compliance Program August 26		Fun with the DFARS August 6	Fun with the FAR August 7 & 28
Timekeeping for Government Contractors August 15	Federal Government Contract Accounting August 27			
Foreign Military Contracting Best Practices: FMS, FMF, and DCC/DCS August 16	Cost Accounting Strategies (CAS) August 28-29			
Cost and Price Analysis August 20-21	Fundamentals of Contracting and Subcontracting July 30-August 1			
Commercial/Government Convergence August 20-21				

SEPTEMBER 2019

Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
						1
2 <u>Labor Day</u>	3 Supply Chain Management and Compliance <i>Fun with the DFARS</i> Intellectual Property in Government Contracts: Data Rights (& Wrongs) (CO)	4 Supply Chain Management and Compliance <i>0-60 Government Contracting in a Capsule</i> Intellectual Property in Government Contracts: Data Rights (& Wrongs) (CO)	5 Federal Grants Forum <i>Federal IT Acquisitions</i> HOW – A Hands on Workshop to Help you Identify and Mark Proprietary Technical Data and Computer Software (CO)	6	7	8
9 Ethics and Compliance in Government Contracting <i>Free Webinar</i>	10 The Trifecta: Cost Analysis, Price Analysis, and Contract Negotiations <i>Financial Forum</i> Proposal Evaluations Series	11 The Trifecta: Cost Analysis, Price Analysis, and Contract Negotiations <i>Fun with the FAR</i>	12 The Trifecta: Cost Analysis, Price Analysis, and Contract Negotiations <i>Nash & Gray: Demystifying Intellectual Property/Data Rights in Government Contracts</i>	13	14	15
16 Preparing the Incurred Cost Submission <i>Supply Chain Week (FL)</i>	17 Preparing the Incurred Cost Submission Supply Chain Week (FL)	18 Negotiations Strategies and Techniques Supply Chain Week (FL)	19 Negotiations Strategies and Techniques <i>Top 10 Series</i>	20	21	22
23	24 <i>Subcontracting Summit: A Case Study Approach to Best Practices</i> Positive Leadership	25 <i>Fun with the FAR</i> GSA Schedule Contracting	26 <i>The Professor's Forum with Ralph Nash and Tim Sullivan</i> GSA Schedule Contracting	27	28	29
30 Preparing for a Federal Government Contract Audit						

SEPTEMBER 2019

SEMINARS

Supply Chain Management and Compliance September 3-4	The Trifecta: Cost Analysis, Price Analysis, and Contract Negotiations September 10-12
Intellectual Property in Government Contracts: Data Rights (& Wrongs) (CO) September 3-4	Preparing the Incurred Cost Submission September 16-17
HOW – A Hands-On Workshop to Help You Identify and Mark Proprietary Technical Data and Computer Software (CO) September 5	Negotiations Strategies and Techniques September 18-19
Federal Grants Forum September 5	Positive Leadership September 24
Ethics and Compliance in Government Contracting September 9	GSA Schedule Contracting September 25-26
	Preparing for a Federal Government Contract Audit September 30

WEBINARS

Free Webinar
September 9

Financial Forum
September 10

VIRTUAL CLASSES

Fun with the DFARS September 3	Nash & Gray: Demystifying Intellectual Property/Data Rights in Government Contracts September 12
0-60 Government Contracting in a Capsule September 4	Top 10 Series September 19
Federal IT Acquisitions September 5	Subcontracting Summit: A Case Study Approach to Best Practices September 24
Proposal Evaluations Series September 10	The Professor's Forum with Ralph Nash and Tim Sullivan September 26
Fun with the FAR September 11 & 25	

OCTOBER 2019

Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
	1 Contract Closeout	2 Contract Changes and Equitable Adjustments <i>0-60 Government Contracting in a Capsule</i>	3 Contract Changes and Equitable Adjustments <i>Federal IT Acquisitions</i>	4	5	6
7 The Foreign Corrupt Practices Act (FCPA)	8 Managing Cost-Type Contracts <i>Financial Forum</i> Proposal Evaluations Series	9 Risk Management <i>Cost Reimbursement Contracting</i>	10 HOW: Proprietary Technical Data and Software <i>Cost Reimbursement Contracting</i>	11	12	13
14 <u>Columbus Day/Indigenous Peoples Day</u>	15 IP Data Rights and Wrongs <i>Cybersecurity: It Isn't Just for Techies Anymore!</i>	16 IP Data Rights and Wrongs	17 Types of Contracts <i>Top 10 Series</i>	18	19	20
21 Navigating the FAR: Practical Applications <i>Free Webinar</i>	22 Navigating the FAR: Practical Applications <i>Subcontracting Summit: A Case Study Approach to Best Practices</i> Billing Systems (FL)	23 Government Contracting Fundamentals <i>Billings Systems (FL)</i>	24 Government Contracting Fundamentals	25 Government Contracting Fundamentals	26	27
28	29 HOW: Developing an Ethics and Compliance Program <i>Commercial/Government Convergence (TX)</i>	30 Trending Developments in Government Contract Compliance and Cybersecurity <i>Commercial/Government Convergence (TX)</i>	31 Trending Developments in Government Contract Compliance and Cybersecurity <i>The Professor's Forum with Ralph Nash and Tim Sullivan</i>			

OCTOBER 2019

SEMINARS

Contract Closeout October 1	IP Data Rights and Wrongs October 15-16
Contract Changes and Equitable Adjustments October 2-3	Types of Contracts October 17
The Foreign Corrupt Practices Act (FCPA) October 7	Navigating the FAR: Practical Applications October 21-22
Managing Cost-Type Contracts October 8	Government Contracting Fundamentals October 23-25
Risk Management October 9	HOW: Developing an Ethics and Compliance Program October 29
Cost Reimbursement Contracting October 9-10	Commercial/Government Convergence October 29-30 (TX)
HOW: Proprietary Technical Data and Software October 10	Trending Developments in Government Contract Compliance and Cybersecurity October 30-31

WEBINARS

Financial Forum
October 8

Free Webinar
October 21

VIRTUAL CLASSES

0-60 Government Contracting in a Capsule October 2	Top 10 Series October 17
Federal IT Acquisitions October 3	Subcontracting Summit: A Case Study Approach to Best Practices October 22
Proposal Evaluations Series October 8	The Professor's Forum with Ralph Nash and Tim Sullivan October 31
Cybersecurity: It Isn't Just for Techies Anymore! October 15	

NOVEMBER 2019

Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
				1	2	3
4 Timekeeping for Government Contractors <i>Fundamentals of Contracting & Subcontracting (TX)</i>	5 Accounting and Auditing for Government Contracts <i>Fundamentals of Contracting & Subcontracting (TX)</i>	6 <i>0-60 Government Contracting in a Capsule</i> Accounting and Auditing for Government Contracts <i>Fundamentals of Contracting & Subcontracting (TX)</i>	7 Cost and Price Analysis <i>Federal IT Acquisitions</i> <i>Fundamentals of Contracting & Subcontracting (TX)</i>	8 Cost and Price Analysis	9	10
11 <u>Veterans' Day</u>	12 HOW: Mechanics of Bid Protests <i>Fundamentals of Contracting and Subcontracting (FL)</i> Financial Forum	13 Fundamentals of Contracting and Subcontracting (FL) <i>Labor Regulations</i>	14 Fundamentals of Contracting and Subcontracting (FL) <i>Labor Regulations</i>	15	16	17
18 Master's Academy in Government Contracting <i>Free Webinar</i>	19 Master's Academy in Government Contracting <i>Cybersecurity: It Isn't Just for Techies Anymore!</i> Intellectual Property in Government Contracts: Data Rights (& Wrongs) (TX)	20 Master's Academy in Government Contracting <i>Intellectual Property in Government Contracts: Data Rights (& Wrongs) (TX)</i>	21 Master's Academy in Government Contracting <i>Top 10 Series</i> HOW – A Hands-On Workshop to Help you Identify and Mark Proprietary Technical Data and Computer Software	22 Master's Academy in Government Contracting	23	24
25	26 Subcontracting Summit: A Case Study Approach to Best Practices	27	28 <u>Thanksgiving Day</u>	29	30	

NOVEMBER 2019

SEMINARS

Timekeeping for Government Contractors
November 4

Fundamentals of Contracting & Subcontracting (TX)
November 4-7

Accounting and Auditing for Government Contracts
November 5-6

Cost and Price Analysis
November 7-8

HOW: Mechanics of Bid Protests
November 12

Fundamentals of Contracting and Subcontracting (FL)
November 12-14

Labor Regulations
November 13-14

Master's Academy in Government Contracting
November 18-22

Intellectual Property in Government Contracts: Data Rights (& Wrongs) (TX)
November 19-20

HOW – A Hands on Workshop to Help you Identify and Mark Proprietary Technical Data and Computer Software
November 21

WEBINARS

Financial Forum
November 12

Free Webinar
November 18

VIRTUAL CLASSES

0-60 Government Contracting in a Capsule
November 6

Federal IT Acquisitions
November 7

Cybersecurity: It Isn't Just for Techies Anymore!
November 19

Top 10 Series
November 21

Subcontracting Summit: A Case Study Approach to Best Practices
November 26

DECEMBER 2019

Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
						1
2 Healthcare Contracting	3 Emergency Contracting <i>Positive Leadership (AZ)</i>	4 CAS Cost Impacts <i>0-60 Government Contracting in a Capsule</i>	5 CAS Cost Impacts <i>Federal IT Acquisitions</i>	6	7	8
9 Government Contracting Fundamentals <i>Free Webinar</i>	10 Government Contracting Fundamentals	11 Government Contracting Fundamentals	12 Navigating the FAR: Practical Applications	13 Navigating the FAR: Practical Applications	14	15
16 HOW: Cost Accounting Standards	17 Interpretation of a Government Contract <i>Cybersecurity: It Isn't Just for Techies Anymore!</i>	18 Interpretation of a Government Contract	19 Organizational Conflicts of Interests in Government Contracting	20	21	22
23	24	25 <u>Christmas Day</u>	26	27	28	29
30	31					

DECEMBER 2019

SEMINARS

Healthcare Contracting
December 2

Positive Leadership
December 3 (AZ)

Emergency Contracting
December 3

CAS Cost Impacts
December 4-5

Government Contracting Fundamentals
December 9-11

Navigating the FAR: Practical Applications
December 12-13

HOW: Cost Accounting Standards
December 16

Interpretation of a Government Contract
December 17-18

Organizational Conflicts of Interests in
Government Contracting
December 19

WEBINARS

Free Webinar
December 9

VIRTUAL CLASSES

Federal IT Acquisitions
December 5

0-60 Government Contracting in a Capsule
December 6

Cybersecurity: It Isn't Just for Techies Anymore!
December 17