

# Online Subscription 2021

PCI's Online Subscription is a staple. A library of recorded on-demand training at your fingertips. With dozens of topics and hundreds of programs, you can learn a topic, and then refresh and expand your understanding by watching how different experts handle the topics in different and similar ways.

## 2021 Programs

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Current Year Programs will be added to the Bundle as they are run.

### **Case of the Month Club**

*10 Sessions*

#### **Professor's Forum 2021**

1. Commercial Items
2. IDIQ Contracting
3. Assessing Capability
4. Pricing Equitable Adjustments
5. Other Transactions
6. Personal and Organizational Conflicts of Interest
7. Terminations
8. Protecting Proprietary Rights

#### **Practical Matters**

1. FAR Requirements for Contractor Governance and Operations
2. FAR Requirements & Best Practices in Teaming, Partnering, Subcontracting
3. Regulations & Legal Requirements for Supply Chains
4. Procurement Integrity
5. Organizational Conflicts of Interest
6. Meals, Gifts, Entertainment & Favors
7. Recruiting and Hiring for Federal Government Contractors
8. Cybersecurity Laws and Regulations
9. Working with DOD and Intelligence Agencies
10. Internal Investigations & Mandatory Reporting
11. Government Investigations – How They Work and your Rights
12. Mergers, Acquisitions & Joint Ventures

### **Effective Proposals**

1. Technical and Management Evaluations
2. Price Evaluations
3. Understanding Past Performance Evaluations
4. Cost Realism Evaluations
5. Key Personnel Evaluations
6. Socioeconomic Evaluations

### **Cybersecurity 2021**

1. Introduction and Overview
2. Protecting Sensitive Information
3. Regulations and Standards
4. The Cloud and FedRAMP
5. Confronting the Threat – Sharing Information and Spreading the Risk
6. Breach Investigation and Response

### **Incurred Cost Submission**

*3 Sessions*

### **Communicating Effectively to the Government**

*3 Sessions*

### **Pathways to Government Contracting**

1. Joint Ventures for Large and Small Contractors
2. SBIR Contracting – Information for Primes and Subs
3. Other Transaction Agreements
4. Getting into GSA Schedule Contracting
5. New Government Contractor Hazards

## **Identifying Emerging Risks in Your Foreign Supply Chain**

1. New Rules and Restrictions in Foreign Supply Chains
2. Buy American Act Requirements (as updated in January 2021)
3. Trade Agreements Act
4. U.S. Export Control Laws and Tariffs
5. Corruption/FCPA
6. Supply Chain Cybersecurity

## **Supply Chain Symposium**

1. Update – Mandatory FAR Flow-Down Clauses and Best Practices
2. Update – Advanced Flow-Downs, Mandatory DFARS Clauses and Best Practices
3. CMMC Has Arrived – Is Your Supply Chain Ready?
4. Navigating Recent Changes to the Small Business Landscape
5. Update – New Developments Regarding Stimulus Legislation, Government Investigations and PPP Loans
6. Latest Developments in Supply Chain Pricing and Cost Issues

## **Financial Forum**

1. Principles of Fiscal Law and Government Contracts
2. Contract Types and Bid Protests
3. Cost Reasonableness and Allowability Overview and Updates
4. Cost Estimating and Truthful Cost of Pricing Data Requirements
5. Selected Cost Principles Part 1: Compensation, Travel, Legal, and Related Costs
6. Selected Cost Principles Part 2: Selling, B&P, IR&D, and Related Costs
7. The Cost Accounting Standards
8. Pricing Requests for Equitable Adjustments and Pursuing Claims

9. Developments in Cost and Pricing Issues: A Year in Review

## **Deciphering Government Contracts**

1. 10 Basic Rules
2. Say What you Mean; Mean What you Say
3. What IS the contract? Putting the right things in and leaving the wrong things out
4. Punctuate this!
5. Word Usage – Misused Words; grammar; References
6. How do You Know When it is Done?

## **Earned Value Management Systems**

*3 Sessions*

### **The FAR and DFARS Update**

*3 Sessions*

## **PCI Forum**

1. Government Contract – A Year in Review and the Road Ahead
2. NAICS Codes and the FAR
3. Government Contracting – A Year in Review
4. Nuts and Bolts of the SCA Part 1
5. Nuts and Bolts of the SCA Part 2
6. Federal Appropriations Law
7. Managing Supply Chain Disruptions
8. New the Federal Market? The Top Ten Things You Need To Know
9. IDIQ Contracting Update
10. The Executive Briefing: Government Contracting Overview and Update
11. CAS: The Series – Pilot Episode
12. Government Contracts Update
13. CMMC Regulatory Update
14. Hands on NAICS Codes

## 2020 Programs

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### **Case of the Month Club**

*6 Sessions*

#### **First Year Government Contracts Attorney Course**

*4 Sessions*

#### **Subcontracting Summit: A Case Study Approach to Best Practices Virtual Class Series**

1. Overview of Subcontracting and FAR Part 44
2. Joint Ventures and Teaming Agreements
3. Risk Management
4. Flowdowns
5. Subcontracting Plans
6. Best Practices in Prime's RFP Development
7. Subcontract Pricing
8. Purchasing Systems
9. Administration

#### **Cybersecurity: It Isn't Just for Techies Anymore! Virtual Class Series**

1. Introduction and Overview
2. Protecting Sensitive Information
3. Regulations and Standards
4. The Cloud and FedRAMP
5. Confronting the threat - sharing information and spreading the risk
6. Breach Investigation and Response

#### **The Professor's Forum with Ralph Nash and Tim Sullivan Virtual Series**

1. The Role of Technical Proposals
2. Market Based Competition
3. Two-Step Procurement Procedures
4. Selecting the Right Type of Contract
5. Evaluating Price and Cost Realism
6. June 25: Negotiating for Best Value
7. September 24: Resolving Disputes
8. October 29: Cardinal Change Doctrine

### **Cracking Open Government Contracting Webinar Series**

1. Cracking Open an RFP
2. Cracking Open the FAR
3. Cracking Open Professor Nash's Formation of Government Contracts (2011)
4. Cracking Open the CPSR Guidebook
5. Cracking Open the CMMC
6. Cracking Open Professor Nash's Administration of Government Contracts (2006)
7. Cracking Open the DFARS
8. Cracking Open the Guidebook for Performance Based Services
9. Cracking Open the DoD's Other Transactions Guide
10. Cracking Open the DoD Commercial Items Guide
11. Cracking Open the ITAR

### **Supply Chain Symposium Webinar Series**

1. 2020 Update - Mandatory FAR Flow-Down Clauses and Best Practices
2. 2020 Update - Advanced Flow-Downs, Mandatory DFARS Clauses, and Best Practices
3. Data rights and Cyber Security in the Defense Industrial base
4. Navigating Recent Changes To the Small Business Landscape
5. Applicability of TAA (Trade Agreements Act) and Supply Chain Risk
6. Latest Developments in Supply Chain Pricing and Cost Issues

### **Financial Forum Webinar Series**

1. Incurred Cost Submissions and the DCAA Audit Environment
2. Cost Reasonableness and Allowability Overview and Updates
3. Contract Types and Bid Protests

4. Cost Estimating and Truthful Cost or Pricing Data Requirements
5. Managing Internal Investigations into Accounting Matters
6. Preventing and Reporting Accounting Issues Implicating Significant Overpayments and/or Fraud
7. CAS Part 1: Application of CAS and Modified CAS Coverage: CAS 401, 402, 405, and 406
8. CAS Part 2: Full-CAS Coverage: Disclosure Statements and Allocation of Selected Costs
9. Pricing Requests for Equitable Adjustments and Pursuing Claims

#### **HR/Labor Compliance for Federal Contractors Webinar Series**

1. Understanding the Impact of OFCCP Policy Changes on Federal Contractors
2. The impact of Non-Disclosure Agreements
3. Collective Bargaining for the Federal Contractor
4. An Update on Workplace Policy
5. Minimizing Your Legal Risk for Whistleblower Claims under the False Claims Act

#### **Succeeding in Government Small Business Webinar Series**

1. Small Business Overview
2. Formation and Affiliation Issues
3. Protests
4. Set Aside Programs
5. Subcontracting, Mentor-Protégé, and Teaming Agreements

#### **PCI Forum**

1. The DOJ's Procurement Collusion Strike Force, An Intro
2. An Introduction to Cost Reimbursement Contracting
3. SBA Updates on Subcontracting with Small Business
4. January 23rd - Government Contracts Update

5. TINA in the New Year
6. What is the Difference Between Claims and Equitable Adjustments?
7. OASIS: What You Need to Know About The Most Important Government Services Contract
8. False Claims Act Risk Areas in GSA Schedule Contracting
9. Trending Topics in Cybersecurity
10. Price Analysis; Deleted Scenes
11. Nuts, Bolts, and Beyond to be a Government Contractor
12. COVID-19: Tips for Teleworking
13. Loss of Productivity Claims
14. Does your Leadership Journey have you on the Wrong Path
15. This Too Shall Pass: Federal Contracting During the COVID-19 Pandemic
16. Liquidating Agreements
17. Where are my products from? Avoiding Country of Origin Confusion
18. Understanding Beta.Sam.gov
19. Eyes on Oversight
20. COVID-19 Cost Recovery
21. CPSR Compliance
22. Claims v. Equitable Adjustments
23. A Contractor's Guide to FAR Part 15
24. Contracting in the Age of COVID 19
25. Compliance and your Business: SCA Costs and Liability
26. Past Performance – How to Use Yours, Benefit from Others, and Defend it From Attacks
27. Building a Compliance Roadmap for Cybersecurity Maturity
28. Bid Protests: What Every Contractor Needs to Know Part 1
29. Bid Protests: What Every Contractor Needs to Know Part 2
30. Contractor's Guide to FAR Part 36
31. Implementation of 889a(1)(B) – Representation Regarding Certain Telecommunications and Video Surveillance Services or Equipment Confirmation

32. Introduction to Contract Administration
33. Contracting for Services in the Federal Sector Part 1
34. Contracting for Services in the Federal Sector Part 2
35. Contracting for Services in the Federal Sector Part 3
36. Preparing Successful Requests for Equitable Adjustments and Contract Claims
37. Terminations for Default and Convenience
38. Final Payment
39. Ethical Considerations when Counseling the Organizational Client
40. COVID-19 Stimulus: False Claims Act and Fraud Enforcement Risk
41. GovCon Express
42. Cost Allowability Workshop
43. GSA Schedule Contract Management
44. A New Year Brings New Challenges
45. Section 889 Compliance Obligations
46. Top Issues Effecting Government Contractors FY '21
47. Direct and Indirect Cost Accounting: In Today's Environment
48. The False Claims Act 2020 – Hindsight and New Year Predictions

### **Construction Contracts**

1. ABCs of Performance Bonds
2. ABCs of Payment Bonds

### **Contract Cost Accounting Virtual Class**

*4 Sessions*

### **Intellectual Property in Government Contracting**

*4 Sessions*

### **Incurred Cost Submission Virtual Class**

*3 Sessions*

### **Business Systems Webinar Series**

1. Estimating Systems
2. Accounting Systems

3. Property Systems
4. MMAS
5. Administration & Updates

### **COVID-19 Triage (not for Credit)**

*6 Weeks*

#### **Bid Protests from All Angles**

1. Pre-Award Protests: Challenging the “Ground Rules” of a Procurement
2. Post Award Protests: Making an Informed Decision
3. Corrective Action in Bid Protests
4. OTAs, CRADAs, and BAAs

## 2019 Programs

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### **Subcontracting Summit: A Case Study Approach to Best Practices Virtual Class Series**

10. Overview of Subcontracting and FAR Part 44
11. Joint Ventures and Teaming Agreements
12. Risk Management
13. Flowdowns
14. Subcontracting Plans
15. Best Practices in Prime's RFP Development
16. Subcontract Pricing
17. Purchasing Systems
18. Administration

### **Cybersecurity: It Isn't Just for Techies Anymore! Virtual Class Series**

7. Introduction and Overview
8. Protecting Sensitive Information
9. Regulations and Standards
10. The Cloud and FedRAMP
11. Confronting the threat - sharing information and spreading the risk
12. Breach Investigation and Response

### **Nash and Gray: Demystifying Intellectual Property/Data Rights in Government Contracts**

1. Basic Principles Governing IP in Government Contracts
2. Emerging Issues in IP/Data Rights
3. Rights in Inventions & Patents
4. Detailed Review of Rights in Technical Data and Computer Software
5. Determining the Requirements for Delivery and License Rights
6. IP Rights Issues in Source Selections, and Negotiating Specialized Licenses or Deliveries
7. Emerging Issues in IP/Data Rights – Part 2

### **The Professor's Forum with Ralph Nash and Tim Sullivan Virtual Series**

1. Contract Interpretation
2. Constructive Changes

3. Subcontract Administration
4. Other Transaction Agreements
5. Protest Procedures
6. Pricing Equitable Adjustments
7. IDIQs
8. Clarifications vs Discussions

### **0-60: Top 10 Virtual Class Series**

1. Top 10 Teaming Agreement Tips
2. Top 10 Challenges in Pricing your Contract
3. Top 10 Missteps that Lead to Employment and Contracting Claims
4. Top 10 Contract Interpretation Tips
5. Top 10 Mistakes in Contract Interpretation
6. Top 10 FAR Clauses
7. Top 10 Corporate Mistakes that Small Businesses Make in Government Contracting
8. Top 10 Ethics/Compliance Traps
9. Top 10 Contract Change and Equitable Adjustment Tips

### **Proposal Evaluations Webinar Series**

1. Technical and Management Evaluations
2. Price Evaluations
3. Past Performance Evaluations
4. Cost Realism Evaluations
5. Key Personnel Evaluations
6. Socioeconomic Evaluations
7. Responsibility Evaluations
8. Source Selection Authority and Award Types

### **Supply Chain Symposium Webinar Series**

1. 2019 Update - Mandatory FAR Flow-Down Clauses and Best Practices
2. 2019 Update - Advanced Flow-Downs, Mandatory DFARS Clauses, and Best Practices

3. Best Practices in Executing Subcontracts, Teaming Agreements and Non-Disclosure Agreements
4. Developments in Suspension and Debarment and Ethics Practices Impacting the Supply Chain
5. Data Rights Throughout the Supply Chain
6. Latest Developments in Supply Chain Pricing and Cost Issues

#### **Financial Forum Webinar Series**

1. Principles of Fiscal Law and Government Contracts
2. Subcontracting and Cost Allowability
3. Accounting for Corporate Transaction Costs
4. Selected Cost Principles Part 1: Compensation, Travel, Legal and related costs
5. Selected Cost Principles Part 2: Selling, B&P, IR&D, and related costs
6. Delay and Termination Cost Recovery
7. The Cost Accounting Standards
8. Labor Compliance and Related Issues: Fair Labor Standards Act, Construction Wage Rate Requirements, and Service Contract Labor Standards
9. Developments in Cost and Pricing Issues: A Year in Review

#### **Single Webinars**

1. Cracking Open An RFP (This One's On Us)
2. DoD Profit and Weighted Guidelines Webinar
3. Material Management and Accounting Systems (MMAS)

#### **Government Contracting Fundamentals**

1. Landscape, Players, Statutes and Regulations
2. Contract Types
3. Procurement Process
4. Bid Protest & Compliance Issues
5. Contract Administration
6. Termination & Contract Closeout
7. Compliance and Ethics
8. Claims and Disputes

#### **Incurred Cost Submissions**

1. Introduction
2. Basics of Indirect Rate Structures
3. Incurred Cost Proposal Schedules & Case Study Part 1
4. Incurred Cost Proposal Schedules & Case Study Part 2

## 2018 Programs

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#### **Subcontracting Summit: A Case Study Approach to Best Practices Virtual Class Series**

1. Overview of Subcontracting and FAR Part 44
2. Joint Ventures and Teaming Agreements
3. Risk Management
4. Flowdowns
5. Subcontracting Plans
6. Best Practices in Prime's RFP Development
7. Subcontract Pricing
8. Purchasing System
9. Administration

#### **Cybersecurity: It Isn't Just for Techies Anymore! Virtual Class Series**

1. Introduction and Overview
2. Protecting Sensitive Information
3. Regulations and Standards
4. The Cloud and FedRAMP
5. Confronting the threat – sharing information and spreading the risk
6. Breach Investigation and Response

#### **Financial Forum Webinar Series**

1. Cost Reasonableness and Compensation Costs

2. Incurred Cost Submissions and DCAA Audits - Strategies, Trends and Areas of Focus
3. Preventing, Investigating, and Reporting Accounting Issues: The Mandatory Disclosure Rule
4. Pricing Requests for Equitable Adjustments and Pursuing Claims
5. CAS Part 1: Application of CAS and Modified CAS Coverage: CAS 401, 402, 405 and 406
6. CAS Part 2: Full-CAS Coverage: Disclosure Statements and Allocation of Selected Costs
7. Tangible Assets, Cost of Money, and Related Issues
8. Intangible Assets - IR&D, Patents, and Royalties
9. Developments in Cost and Pricing Issues: A Year in Review

#### **Supply Chain Symposium Webinar Series**

1. 2018 Update – Mandatory FAR Flow-Down Clauses and Best Practices
2. 2018 Update – Advanced Flow-Downs, Mandatory DFARS Clauses and Best Practices
3. Small Business Opportunities, Risks and Challenges Impacting the Supply Chain
4. Cyber Incident Reporting and Data Protection in the Supply Chain
5. Best Prime and Sub Practices for Successful Contract Formation and Protests
6. 2018 Update – Prime and Sub Cost Allowability and Pricing Issues

#### **Exploring Other Transaction Authority Virtual Class**

*3 Sessions*

#### **Trending Cost & Pricing Issues Virtual Series**

1. Price Analysis and Fair and Reasonable Pricing
2. Commercial Item Pricing and Challenges in the Current Environment
3. Direct and Indirect Costs and a Little Thing Called G&A!

4. Profit – Yes, contractors are allowed to have some!?
5. Cost Analysis and Cost Realism and Their Expanding Roles in Contract Pricing
6. Defective Pricing – Hazards & Defenses

#### **Professor's Forum 2018**

1. Bid Protests
2. The Role of Past Performance
3. Delays
4. Resolving Disputes
5. Alternate Methods of Assessing Contractor Capability
6. Negotiating for Best Value
7. The Role of the Contracting Officer
8. CPAF vs. CPIF

#### **Subcontracting & the FAR**

1. FAR Part 44 – Subcontracting Policies and Procedures
2. FAR Part 12 Supplier's Commercial Item Determination
3. FAR Part 19 Small Business
4. FAR Part 22.4 Labor Standards for Contracts Davis-Bacon and Related Acts
5. FAR Part 30 CAS Administration

#### **Using FOIA To Strengthen and Assess Government Contract Claims and Executive Action Challenges**

*1 Session*

#### **Contractor's Purchasing System Review**

*4 Sessions*

#### **Other Transaction Authority**

*1 Session*

#### **Government Contracting Fundamentals 2018**

1. Landscape, Players, and Developing the Procurement
2. Contract Types
3. Procurement Process



4. Compliance Issues in Performing Government Contracts
5. Issues in Contract Administration
6. Terminations
7. Bid Protests and Disputes

**Demystifying the Request for Proposals and Request for Quotes Processes**

*1 Session*

**Contractor Performance Assessment – What the Rules Do Not Cover**

*1 Session*

**Security Clearances – What is Needed and How To Obtain One to Work on Classified Contracts**

*1 Session*

## 2017 Programs

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**Succeeding in Government Small Business Contracting**

1. Small Business Overview
2. Formation and Affiliation Issues
3. Set-Aside Programs
4. Protests
5. Prime/Subcontracting & Teaming
6. Mentor/Protégé

**Government Contracting Fundamentals 2017**

1. Landscape, Players, and Developing the Procurement
2. Contract Types
3. Procurement Process
4. Compliance Issues in Performing Government Contracts
5. Issues in Contract Administration
6. Terminations
7. Bid Protests and Disputes

**FUN with the DFARS**

*12 Episodes*

**Commercial Item Determination**

*1 Episode*

**Meet the MASTers**

1. A Guide to MAS Contracting
2. Selling Products and Services Under MAS Contracts
3. The CSP Disclosure Conundrum (Preparing Current, Accurate and Complete Disclosures)
4. Pricing Part I (pricing, negotiations, EPAs, Cost-build, horizontal pricing comparisons, reselling)
5. Holiday Wildcard Program – Current/Future MAS Trends
6. Pricing Part II (pricing, negotiations, EPAs, Cost-build, horizontal pricing comparisons, reselling)
7. Rocket Science, Brain Surgery and Dissecting the Price Reductions Clause
8. Be Prepared! - MAS Audits and Contractor Assistance Visits
9. Mitigate Risk, to Reap Rewards : Building Effective MAS Compliance Programs
10. Houston, We Have a Problem that Calls for a Mandatory Disclosure
11. Making Sense of Labor Related Issues Under MAS Contracts
12. If I Could Fix the Schedules, I Would...

**Labor and Employment**

*1 Episode*

## **Making the Right Choices in Government Contracting**

*3 Episodes*

### **Financial Forum 2017**

1. Subcontract and Vendor Cost Allowability
2. Final Indirect Cost Rate Proposals: Auditor Focus Areas, Trends, and Best Practices
3. Selected FAR Cost Principles Part 1: Compensations, Legal, Consulting, Organization, Restructuring, and Tangible & Intangible Capital Asset Costs
4. Selected FAR Cost Principles Part 2: IR&D, B&P Selling, Advertising, Public Relations Costs, and Other Business Development Costs
5. Cost Estimating and Truthful Cost or Pricing Data Requirements
6. Cost Reasonableness and Travel and Relocation Cost Allowability
7. Managing Internal Investigations into Accounting Matters – Mandatory Disclosures
8. CAS Overview and Best Practices
9. Termination Cost Recovery

### **Trending Cost and Pricing Issues**

1. CAS Overview: Applicability, Types of Coverage, and CAS Administration
2. The Cost Accounting Standards – Allocation of Cost
3. The Cost Accounting Standards – Assignment and Measurement of Cost
4. The CASB Disclosure Statement
5. Price Analysis and Reasonable Pricing
6. Commercial Item Pricing and Challenges in the Current Environment
7. Direct and Indirect Costs and a Little Thing Called G&A
8. Profit – Yes, contractors are allowed to have some!?

9. Cost Analysis and Cost Realism and Their Expanding Roles in Contract Pricing
10. Defective Pricing – Hazards and Defenses

## **Recruiting Advice for the Government Contractor**

*2 Sessions*

1. Basic Principles Governing IP in Government Contracts; Government Use of Technology to Which It Has Acquired No Rights
2. Emerging Issues in IP/Data Rights – Part 1: New Legislation, the Sec. 813 Advisory Panel, and Beyond
3. Rights in Inventions & Patents; Introduction to Rights in Technical Data and Computer Software
4. Commercial Technical Data & Computer Software; Determining the Requirements for Delivery and Rights in Technical Data and Computer Software
5. IP Rights Issues in Source Selections, Modular Open Systems Approaches, and Negotiating Specialized Licenses or Deliveries
6. Emerging Issues in IP/Data Rights – Part 2: The Way Ahead for Data Rights in DoD in the Aftermath of the Sec. 813 Advisory Panel (And Wrap-up of Any Lingered Questions from Previous Sessions)

## **Labor Compliance for Federal Contractors (2016)**

*3 Sessions*

## **Incurred Cost Submission**

*4 Sessions*

## **Communicating Effectively to the Government**

*3 Sessions*

## **The Professor's Forum 2017**

1. Competition
2. Evaluating Price & Cost Realism
3. Clarification vs. Discussions
4. Organizational Conflicts of Interest
5. Commercial Item Contracting
6. Constructive Changes
7. Request for Equitable Adjustments & Claims
8. Pricing Equitable Adjustments

## **Recruiting Advice for the Government Contractor**

*2 Sessions*

## **Contract Closeout**

*3 Sessions*

## **Understanding IDIQs**

1. Indefinite Delivery Vehicles in Practice
2. Get to Know the GWACs
3. Evaluating IDIQs: Scorecard Methodology
4. IDIQs to Watch in FY2018
5. Get to Know BPAs