

2024 Training Offerings at the Public Contracting Institute

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One Stop Training 2024 Subscription

Pay one Low subscription price and receive all of your training from PCI instead of paying thousands for individual training programs throughout the year.



Huge savings! Look at the \$9,900 One Stop training subscription value breakdown:

•	Bundle – 11 Webinar/Virtual Series, 74 Sessions	\$5,295
•	10 additional links for Bundle (Group)	\$5,000
•	FUN with the FAR SM Season 11 (26 Sessions)	\$2,495
•	May the Clause Be With You SM (20 Sessions)	\$995
•	On-Demand Access to All PCI's recorded classes	\$495
•	The PCI Forum – 2-5 classes added monthly	\$20,000+
•	Bonus: If you need training on a topic that we do not have covered on our so	chedule, we will

 Bonus: If you need training on a topic that we do not have covered on our schedule, we will work with you to add it!

One Stop Price (Bundle, plus FUN with the FARsM, May the Clause Be With YousM, On-Demand Access, and the PCI Forum):

Group One Stop - up to 10 - \$9,900

Discounted Pricing Available for Large Groups – Contact <u>ophelia@publiccontractinginstitute.com</u>
With an annual training subscription, your employees benefit from high-quality training all year and your organization realizes **BIG** savings.



Webinar & Virtual Training Bundle 2024 Subscription

WEBINAR AND VIRTUAL TRAINING BUNDLE



PCI's 2024 Webinar & Virtual Training includes:

• 11 Series. 74 Sessions (Details of each series below)

Bundle Price:

An individual - \$2,950 Group up to 5 - \$5,295 Discounted Pricing Available for Large Groups



2024 Webinar and Virtual Class Bundle Series by Day

On the following pages, dates & topics can be found for each session.

Bundle Series on Tuesdays

Financial Forum	Case of the Month	Subcontract	Professor's Forum
First Tues of the Month	Second Tues of the Month	Management from A-	Third Tues of the Month
Every Other Month	12:00-1:00pm ET	to-Z	2:00-3:30pm ET
2:00-3:00pm ET	10 Sessions	Third Tues of the Month	11 Sessions
6 Sessions		12:00-1:30pm ET	
		6 Sessions	

Bundle Series on Wednesdays

Demystifying Intellectual	Supply Chain Symposium	Optional	Optional
Property in Government	Third Wed of the Month,	FUN with the FAR	May the Clause Be
Contracting	2:00-3:30pm ET	Every other Wed	With You
Second Wed of the	6 Sessions	12:00-1:30pm ET	Every other Wed
Month		26 Sessions	12:00-1:00pm ET
2:00-3:30pm ET			20 Sessions
7 Sessions			

Bundle Series on Thursdays

Cost Principles, FAR Part	Cybersecurity: What	Country of Origin & Buy	Q&A Office Hours
31, and Direct/Indirect	Government Contractors	America	Third Thur of the Month
Overhead	Need to Know	Third Thur of the Month	2:00-3:30pm ET
Second Thur of the Month	Second Thur of the Month	12:00-1:30pm ET	5 Sessions
12:00-1:30pm ET	2:00-3:30pm ET	9 Sessions	
6 Sessions	5 Sessions		
Government Contracting			
Update: What You Need			
to Know			
Third Thur of the Month			
2:00-3:00pm ET			
4 Quarterly Sessions			
]		



Choose Your Option	Annual Bundle Subscriptio n	One Stop Training Solution (Group)
Annual Bundle Programs: Access 11 Live Webinar Series, with 76 Sessions!	~	✓
CLE/CPE/CLP Certificates for live sessions	~	~
Credited Access to 2-4 GovCon 101 Programs each month!	✓	✓
FUN with the FAR SM 2024 – 26 Bi-weekly sessions covering the entire FAR!		✓
May the Clause Be With You SM 2024 – 20 Sessions on FUN with the FAR off- weeks covering vital contract clauses from the FAR and DFARS		~
On-Demand Access to PCI's 500+ Hour Recorded Training Library		~
Access to 2-4 Premium PCI Forum Classes each month!		~
Ten Additional Links for the Bundle		~
Links for Groups of All Sizes – 10 to Hundreds	Optional	Optional



Series in the Webinar/Virtual Bundle

Case of the Month 2024

Second Tuesday of the Month, 12:00-1:00pm ET

- January 9
- February 13
- March 12
- April 9
- May 14
- June 11
- September 10
- October 8
- November 12
- December 10

Demystifying Intellectual Property in Government Contracting

Second Wednesday of the Month, 2:00-3:30pm ET

- <u>January 10</u> Introduction: Forms of IP, Strategic considerations for contractors and the Government related to IP
- February 14 DFARS rights in non-commercial technical data, non-commercial computer software, and commercial item technical data
- March 13 Data rights under the FAR, commercial computer software issues, open-source software issues
- April 10 SBIR; Data rights in practice
- May 8 Patent issues
- June 12 Remedies
- <u>July 10</u> Hot topics and emerging issues

Cost Principles, FAR Part 31, and Direct/Indirect Overhead

Second Thursday of the Month, 12:00-1:30pm ET

- <u>January 11</u> Cost Principle Introduction and Application
- February 8 The Principles
- March 14 Going Deeper on Allocability
- April 11 Indirect Rate Specifics
- May 9 Direct Cost Specifics
- June 13 Cost and Price Analysis

Cybersecurity: What Government Contractors Need to Know

Second Thursday of the Month, 2:00-3:30pm ET

- <u>January 11</u> What are Controlled Unclassified Information and Covered Defense Information, and Why Should we Care?
- February 8 Protecting Sensitive Information and Proving it Through CMMC
- March 14 Can I Put this Data in the Cloud? Should I?



- April 11 Who can you Trust? Cybersecurity Supply Chain Considerations
- May 9 Persistence Pays Off Cyber Threat Information Sharing and Incident Reporting/Investigation

Subcontract Management from A-to-Z

Third Tuesday of the Month, 12:00-1:30pm ET

- January 16 Federal Subcontracting 101: An Overview
- February 20 Joint Ventures and Teaming Agreements
- March 19 Small Business Subcontractors
- April 16 Subcontracting Plans
- May 21 Contractor Purchasing Systems
- <u>June 18</u> Awarding Subcontracts
- September 17 Flow Downs and Terms & Conditions
- October 15 Subcontract Pricing
- November 19 Subcontract Management and Administration

Professor's Forum

Third Tuesday of the Month, 2:00-3:30pm ET

- January 16 Negotiating Equitable Adjustments
- February 20 Constructive Changes
- March 19 Resolving Disputes
- April 16 Alternative Methods of Assessing Contractor Capability
- May 21 Negotiating to Obtain Best Value
- June 18 The Role of the Contracting Officer
- September 17 Bid Protests
- October 15 Organizational Conflicts of Interest
- November 19 Terminations
- December 17 Intellectual Property Issues for Primes and Subs

Supply Chain Symposium

Third Wednesday of the Month, 2:00-3:30pm ET

- <u>January 17</u>: Update Mandatory FAR Flow-Down Clauses and Best Practices
- February 21: Update Advanced Flow-Downs, Mandatory DFARS Clauses and Best Practices
- March 20: Cybersecurity Issues
- April 17: Latest Developments in Supply Chain Pricing and Cost Issues
- May 15: Davis-Bacon Act, and Service Contract Act
- <u>June 26</u>: TBD

Q&A Office Hours

Third Thursday of the Month, 2:00-3:30pm ET

- January 18
- March 21



- May 16
- September 19
- November 21

Country of Origin & Buy America

Third Thursday of the Month, 12:00-1:30pm ET

- January 18 Buy American Act
- February 15 Trade Agreements Act
- March 21 Buy America Requirements under Federally-Funded Transportation Contracts and Programs
- April 18 Country of Origin requirements under Federal Grant Programs
- May 16 Customs and "Made in the U.S.A." Labeling
- June 20 DOD: The Berry Amendment
- July 18 DOD: Specialty Metals Restrictions
- August 15 "Buy America" Round-Up: Additional Country of Origin Requirements
- September 19 Sanctions and other Prohibited Sources

Financial Forum

First Tuesday of the Month, Every Other Month, 2:00-3:00pm ET

- <u>February 6</u> Contracting Methods and Gov't Access to Accounting Data
- April 2 Select Cost Principles: Compensation, Travel, Legal, and Related Costs
- May 7 Truthful Cost or Pricing Data The Artist formerly known as TINA
- <u>July 9</u> Getting Paid Contract Financing and its Challenges
- September 3 Pricing Requests for Equitable Adjustments and Pursuing Claims
- November 5 Developments in Cost and Pricing: A Year in Review

Government Contracts Update

Third Thursday of the Month, 2:00-3:30pm ET

- February 15
- June 20
- October 17
- December 19



FUN with the FARSM 2024 Subscription



These programs will all be on Wednesdays at 12:00-1:30pm ET

January 17: FAR Session 1

- Part 1 (Federal Acquisition Regulations System)
- Part 2 (Definitions and Words & Terms)

January 24: FAR Session 2

Part 3 (Improper Business and Personal Conflicts of Interest)

February 7: FAR Session 3

• Part 5 (Publicizing Contract Actions) & Part 6 (Competition Requirements)

February 21: FAR Session 4

- Part 7 (Acquisition Planning)
- Part 10 (Market Research)
- Part 11 (Describing Agency Needs)

March 6: FAR Session 5

- Part 8 (Required Sources of Supplies and Services)
- Part 38 (Federal Supply Schedule Contracting)
- Part 39 (Acquisition Information Technology)
- Part 51 (Use of Government Sources by Contractors)

March 20: FAR Session 6

- Part 4 (Administrative Materials)
- Part 24 (Protection of Privacy and Freedom of Information)

April 3: FAR Session 7

- Part 12 (Acquisition of Commercial Items)
- Part 13 (Simplified Acquisition Procedures)

April 17: FAR Session 8

- Part 9 (Contractor Qualifications)
- Part 14 (Sealed Bidding)
- Review Trivia

May 1: FAR Session 9

Part 15 (Contracting by Negotiation)

May 15: FAR Session 10

Part 15.4 (Contract Pricing)



May 29: FAR Session 11

Part 16 (Types of Contracts)

June 12: FAR Session 12

- Part 17 (Special Contracting Methods)
- Part 18 (Emergency Acquisitions)

June 26: FAR Session 13

- Part 19 (Small Business Methods)
- Part 26 (Other Socioeconomic Programs)

July 10: FAR Session 14

- Part 22 (Application of Labor Laws to Government Acquisitions)
- Part 23 (Environment, Energy, and Water Efficiency, Renewable Energy Technologies, Occupational Safety, and Drug-Free Workplace)

July 24: FAR Session 15

• Part 25 (Foreign Acquisition)

August 7: FAR Session 16

• Part 27 (Patents, Data, and Copyrights)

August 21: FAR Session 17

- Part 28 (Bonds and Insurance)
- Part 29 (Taxes)

September 4: FAR Session 18

- Part 30 (Cost Accounting Standards Administration)
- Part 31 (Contract Cost Principles and Procedures)
- Part 32 (Contract Financing)

September 18: FAR Session 19

• Part 33 (Protests, Disputes, and Appeals) & Review Trivia

October 2: FAR Session 20

- Parts 34 (Major System Acquisition)
- Part 35 (Research and Development Contracting)

October 16: FAR Session 21

- Part 36 (Construction and Architect-Engineer Contracts)
- Part 37 (Service Contracting)
- Part 41 (Acquisition of Utility Services)
- Part 48 (Value Engineering)

October 30: FAR Session 22

- Part 42 (Contract Administration and Audit Services)
- Part 43 (Contract Modifications)

November 13: FAR Session 23

Part 44 (Subcontracting Policies and Procedures)

November 27: FAR Session 24

- Part 45 (Government Property)
- Part 46 (Quality Assurance)
- Part 47 (Transportation)

December 11: FAR Session 25

• Part 49 (Terminations of Contracts)



<u>December 18</u>: FAR Session 26

- Part 50 (Extraordinary Contractual Actions and the Safety Act)
- Part 52 (Solicitation Provisions and Contract Clauses)
- Review Trivia



May the Clause Be With YouSM 2024 Subscription



All sessions are 60 minutes long and begin at 12:00pm ET on Wednesdays)

- February 14
- February 28
- March 13
- March 27
- April 10
- April 24
- May 8
- May 22
- June 5
- June 19
- July 3
- July 17
- July 31
- August 14
- August 28
- September 11
- September 25
- October 9
- October 23
- November 6



On-Demand Programming

PCI offers two types of on-demand programming:

- eLearning Tracked, interactive trainings delivered at your pace!
- Recorded Programs Recorded copies of PCI live webinars.

eLearning vs Recorded Training

<u>eLearning</u> is self-paced training, in a managed environment. These trainings have interactive quizes, tracking, and automated features. PCI's eLearning trainings are a learning environment that is fun, self-contained, and designed for an on-demand environment. PCI's eLearning can be enjoyed in your LMS or on our website!

Recorded Trainings are video files of live programs we have run in the past – while the polling questions can be seen, they cannot be interacted with. The program also moves at the pace of the original program – rather than the learners pace.

eLearning Subscription

PCI's eLearning All-Access subscription contains all of PCI's eLearning trainings and the entirety of the Recorded Trainings Library. Currently 70+ on demand trainings are available totaling 200+ hours, and new classes are being added regularly. To sign-up for the *eLearning All-Access Subscription*, click here.

Recorded Training Subscription

PCI presents the *Recorded Training Subscription*! This subscription gives you access to an *massive* library of recorded training. PCI's recorded training subscription can help you bring your team up to speed and keep them educated and entertained! To view a list of programs in the *Recorded Training Subscription*, click here.

Lots of Options Available Online All for One Great Price

At \$495 per year (\$65 month), PCI's on-demand training is a great deal, and contains hundreds of hours of on-demand information relevant to any public contracting endeavor. PCI's on-demand subscription library includes public contracting essentials such as:

- Government Contracting Fundamentals
- Subcontracting Summit
- The Professor's Forum with Ralph Nash and Tim Sullivan
- Demystifying Intellectual Property/Data Rights in Government Contracting Series
- More than a four hundred other classes available in the library

PCI's library is deep enough that there will be a class relevant to you every time you need training. PCI is constantly adding new programs, lectures, and classes to the recorded training library. To learn more and sign-up, <u>click here</u>.



2-5 Live Virtual Trainings added to the calendar monthly!



Successful Proposals: From Preparation to Award

January 9-10; 10:00am-2:00pm ET

Commercial Item Contracting

January 9, 16, 23, 30; 12:00-1:30pm ET

Dive into Travel Costs

January 9; 2:00-3:00pm ET

Negotiating Virtually

January 10; 11:30am-2:30pm ET

Cost and Pricing Trends

2:00-3:30pm ET

- January 16: Price Analysis and Fair and Reasonable Pricing
- <u>January 18</u>: Commercial Item Pricing and Challenges in the Current Environment
- January 23: Direct and Indirect Costs and a Little Thing Called G&A!
- <u>January 25</u>: Profit Yes, contractors are allowed to have some!?
- <u>January 30</u>: Cost Analysis and Cost Realism and Their Expanding Roles in Contract Pricing
- February 1: Defective Pricing Hazards & Defenses

Life Sciences Contracting 101

January 18, 25, February 1; 10:00-11:30am ET

GovCon Risks and Hazards

January 24, 31, February 7; 2:00-3:15pm ET

GovCon Express

January 25; 11:00am-2:00pm ET

Everything You Need to Know About Bid, Size, and Status Protests

10:00-11:30am ET

- February 1: Effective Use of Debriefings and Bid Protests
- February 8: Keeping Your Award: Bid Protest Intervention



• February 15: Size and Status Protests: A Primer on Bases, Process and Procedure

Business Systems

2:00-3:00pm ET

- February 6: Estimating Systems
- February 13: Accounting Systems
- February 20: Property Systems
- February 27: Purchasing Systems
- March 5: EVMS & MMAS
- March 12: Business System Administration & Recent Development

Incurred Cost Submission Deep Dive

February 14-15; 12:00-3:00pm ET

Deciphering Government Contracts

10:00-11:30am ET

- February 7: 10 Basic Rules
- February 14: Say What You Mean; Mean What You Say
- February 21: What IS the Contract?
- February 28: Punctuate This!
- March 6: Word Usage Misused Words; Grammar; References
- March 13: How Do You Know When it is Done?

FAR Express

February 21-22; 12:00-3:00pm ET

Intellectual Property in GovCon

February 27, March 5, 12; 12:00-1:30pm ET

Cost Accounting Standards

February 28-29; 10:00am-2:00pm ET

Cost and Price Analysis Workshop

March 26-28; 10:00am-2:00pm ET

Cost Allowability

March 20-21; 10:00am-2:00pm ET

Negotiating Terms and Conditions

April 2-3; 2:00-3:30pm ET

Cost Reimbursement Contracting

April 3-4; 10:00am-2:00pm ET

Labor Regulations

April 23-25; 2:00-3:30pm ET



Assertion of Commerciality

April 25; 12:00-3:00pm ET

Effective Proposal Evaluations

2:00-3:30pm ET

- July 9: Technical and Management Evaluations
- July 16: Price Evaluations
- July 23: Past Performance Evaluations
- July 30: Cost Realism Evaluations
- August 6: Key Personal Evaluations
- August 13: Socioeconomic Evaluations
- August 20: Responsibility Evaluations and Source Selection

Contacting and Subcontracting for Primes and Subs

August 13-14; 10:00am-4:00pm ET

Government Property

August 14-15; 2:00-4:00pm ET

Hit the Ground Running

August 19-22; 12:00-3:30pm ET

CAS: The Series

2:00-3:30pm ET

- August 22: CAS Clauses and Exemptions and Full/Modified CAS Coverage
- August 29: Cost Accounting Practice Changes & Administration
- September 5: Modified CAS CAS 401, 402, 405 and 406
- September 12: Compensation CAS 408, 412, 413 & 415
- September 19: Direct and Indirect Costs CAS 418
- September 26: Home office allocations CAS 403
- October 3: G&A and B&P/IR&D CAS 410 & 420
- October 10: COM and Standard Costs CAS 407, 414 & 417
- October 17: Assets & Material CAS 404, 409 & 411
- October 24: Insurance and CAS 419 CAS 416 and the mystery of CAS 419
- October 31: Disclosure Statements
- November 7: CAS Administration Roles of DCMA & DCAA



2-4 Webinars Added Every Month Based on Customer Recommendations



GovCon 101: Small Business Programs

January 22; 1:00-2:15pm ET

GovCon 101: CAS

January 29; 1:00-2:15pm ET

GovCon 101: Davis-Bacon Basics

February 12; 1:00-2:15pm ET

GovCon 101: Service Contract Act

February 26; 1:00-2:15pm ET

GovCon 101: CPSR

March 4; 1:00-2:15pm ET

GovCon 101: Ethics

March 11; 1:00-2:15pm ET



George Mason University Continuing and Professional Education

PCI is pleased to partner with Mason CPE delivering training in Federal Government Contracting and Grants. The certificate/digital badge programs and individual classes are designed to help government contracting professionals better perform their jobs, grow in their careers, and succeed in the government contracting environment.



George Mason University Digital Badge/Certificate Programs



3 Mason Certificate Programs – Upon Completion, Earn a Digital Badge

Contracting with the Federal Government – Accounting Certificate

Minimum of 60 Contact Hours. May take up to two years to complete. Required Courses (4)

- CFG 0400 Government Contracting Fundamentals
- CFG 0404_The FAR Workshop: Practical Applications & More
- CFG 0409_Contract Cost Accounting Deep Dive
- CFG 0425 Accounting and Auditing for Government Contracts

Electives (Choose 1)

- CFG 0405_Contractor Purchasing System Reviews (CPSR)
- CFG 0408_Contract Pricing and Pricing Fundamentals
- CFG 0432_Timekeeping for Government Contractors

Contracting with the Federal Government – Administration Certificate

Minimum of 60 Contact Hours. May take up to two years to complete. Required Courses (4)

- CFG 0400 Government Contracting Fundamentals
- CFG 0404 The FAR Workshop: Practical Applications & More
- CFG 0451 Negotiation Strategies and Techniques
- CFG 0452_Contract Changes and Equitable Adjustments



Electives (Choose 1)

- CFG 0407_Government Contract Compliance and Cybersecurity
- CFG 0406 Subcontract Management
- CFG 0428 Ethics and Compliance in Government Contracting

Masters Academy in Government Contracting Certificate

The Masters Academy is designed to provide an exceptional learning experience. Each day, various experts share their insights into the leading practices of government contracting. Over the course of nine days, you will have the unique opportunity to learn the lessons experts have culled during their careers in government contracting.

2024 George Mason University Class Schedule

Classes are Live Virtual Instruction unless Noted In-person at GMU Arlington, VA Campus

Accounting and Auditing For Government Contractors

10:00am-2:30pm ET

- March 12-14, 2024
- October 8-10, 2024

Contract Changes and Equitable Adjustments

10:00am-2:30pm ET

- March 26-28, 2024
- July 24-25, 2024
- November 18-20, 2024

Contract Cost Accounting Deep Dive

10:00am-1:30pm ET

- February 5-8, 2024
- May 20-23, 2024
- October 15-18, 2024

Contract Pricing and Pricing Fundamentals

10:00am-1:15pm ET

- June 3-4, 2024
- October 28-29, 2024

Contractors Purchasing Systems Review (CPSR)

10:00am-1:15pm ET

- June 3-4, 2024
- October 15-18, 2024

Ethics and Compliance in Government Contracting

10:00am-1:15pm ET



- February 26-27, 2024
- July 17-18, 2024

Federal Grants Fundamentals

2:00-3:30pm ET

August 13, 15, 20, 22, 27, 29, September 3, 5, 2024

Government Contracts Compliance and Cybersecurity

10:00am-1:15pm ET

- February 20-21, 2024
- June 25-26, 2024
- September 24-25, 2024

Government Contracting Fundamentals

10:00am-3:30pm ET

- February 13-16, 2024
- May 6-9, 2024
- August 5-8 2024
- November 12-15, 2024

Masters Academy in Government Contracting

10:00am-1:15pm ET

- April 15-19, & 22-25, 2024
- December 9-13 & 16-19, 2024

Negotiation Strategies and Techniques

10:00am-1:30pm ET

- March 18-21, 2024
- July 8-11, 2024
- December 2-5, 2024

Subcontract Management

10:00am-1:15pm ET

- March 6-7, 2024
- June 11-12, 2024
- November 6-7, 2024

The FAR Workshop

10:00am-2:30pm ET

- May 14-16, 2024
- October 1-3, 2024



Timekeeping for Government Contracting

10:00am-1:15pm ET

- March 4-5, 2024
- September 11-12, 2024