



**H. Bernstein Associates, Inc.**  
Government Contract Consulting & CFO Services

**Offit | Kurman**  
Attorneys At Law

**WPI** Wisconsin  
Procurement  
Institute

**Richter  
& Company**  
Competitive Analysis, Positioning and Pricing



## FEDERAL CONTRACTOR BRIEFING – WINNING STRATEGIES

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**DATE:** Tuesday – November 11, 2014

**LOCATION:** Milwaukee, WI Pfister Hotel – “The Rouge” Conference Room

Being competitive in today’s government contracting market has never been more important. This seminar is presented by a team of experts, with a variety of topics that will help you “Price to Win,” ensure that you and your teammates maintain “DCAA Approved Accounting Systems,” understand how winning teams are using “Joint Ventures,” and gain strategic perspective on “How to Shred an RFP.”

**Registration:** 12:30 p.m.

**Seminar:** 1 p.m. – 4:30 p.m.

**Reception:** 4:30 – 6 p.m. *Wine, beer and appetizers*

**COST:** No Charge

**3 Units of CPE**

### SEMINAR TOPICS:

- *Price to Win: Randy Richter – Richter & Company*
- *DCAA Approved Accounting Systems Overview: Darrell Oyer – H. Bernstein Associates, Inc.*
- *Joint Ventures : A growing trend: Edward Tolchin, Esq. – Offit Kurman*
- *How to Shred an RFP for Winning Cost Proposals: Harley Bernstein – H. Bernstein Associates, Inc.*
- *Government Contracts Update 2014: Panel*
- *Q&A: Panel*

Reception to immediately follow.

### HOSTS:

- *H. Bernstein Associates, Inc. – Milwaukee, WI, and Vienna, VA*
- *Offit Kurman – Bethesda, MD*
- *Wisconsin Procurement Institute*

### SPONSORS:

- *Richter & Company – Frederick, MD*
- *National Contract Management Association (NCMA) Wisconsin Chapter*
- *National Defense Industrial Association (NDIA) Great Lakes Chapter*