

MANAGING YOUR COST TYPE OR DOD SBIR CONTRACT TRAINING

When and where:

May 24, 2016

Registration, Breakfast and Networking: 8:00 am – 9:00 am

Program: 9:00 am – 3:30 pm (Lunch Provided)

Country Springs Hotel

2810 Golf Road

Pewaukee, WI 53072

ABOUT THE TRAINING:

During this conference the Defense Contract Management Agency (DCMA), Defense Contract Audit Agency (DCAA), and highly experienced industry representatives will provide a unique training opportunity for companies currently doing business with or considering doing business with the Department of Defense (DoD) or major prime defense contractors.

This is a must attend for companies currently performing on, or considering proposing on, a DoD Cost Type contracts, sole source contracts exceeding \$700,000, or proposing as a subcontractor to a major prime defense contractor. Why?

- Are you currently performing on a cost type contract including Small Business Innovation Research (SBIR) contracts? Do you understand the accounting requirements and post-award audit process?
- Do you appreciate the importance of how significantly your procedures could affect final negotiated costs years after finishing performance?
- Have you ever considered submitting a proposal for a cost type contract, SBIR/STTR contract, or a subcontract on a major defense program?
- Do you know what information a major defense contractor would request in support of a subcontract proposal?
- Have you ever been audited by DCAA or has DCMA ever requested information in support of a prime or subcontract proposal analysis?
- Do you know what the Contractor Business Analysis Repository (CBAR) is? Did you know that the DoD now posts your indirect rates, business system status, and other information on an internal website accessible to all DoD contracting officers? Do you understand what effect that may have on your eligibility for a DoD contract award in the future?

This is NOT an event focused on small business certifications or Contracting 101 although the information is important for contractors considering doing business in the future. The focus of this event is on the complex regulatory and procedural information needed to successfully perform or propose on major defense contracts.

Do not miss this unique opportunity to learn from the very same DoD representatives responsible for managing those contracts.

Presenters include representatives from:

- Defense Contract Management Agency
- Defense Contract Audit Agency
- Smith & Gesteland, Accountants & Consultants
- DRS Power & Control Technologies, Inc.

REGISTRATION AVAILABLE AT: <http://tinyurl.com/zc5ueq4>

For additional information, please contact LARRY HERRERA AT larryh@wispro.org

OR 414-270-3600

**CURRENT AND
PROSPECTIVE DOD
CONTRACTORS,
JOIN US FOR THIS
MUST ATTEND
EVENT**

**HOSTED,
PRESENTED AND
SPONSORED BY**

**Defense Contract
Management
Agency**

**Defense Contract
Audit Agency**

**DRS Power &
Control
Technologies**

**Smith & Gesteland,
LLP**

**National Contract
Management
Association (NCMA)**

**National Defense
Industrial
Association (NDIA)**

**Wisconsin
Procurement
Institute (WPI)**

**Northwest
Michigan
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