

INTRODUCTION TO FEDERAL GOVERNMENT COST AND PRICING

SPECIAL EVENT



Federal Government Contracting Officers are required to purchase services and supplies from responsible suppliers at fair and reasonable prices in accordance with the Federal Acquisition Regulation. Obtaining fair and reasonable pricing from contractors and suppliers is a primary objective for both businesses and governments. So exactly how does the government evaluate prices, and determine the appropriate price for a contract; and how does a contractor set prices?

Businesses must establish and support their proposed prices in a way that enables the government to make a determination of price reasonableness. Additionally, government personnel must apply their knowledge of price and cost analysis to support the contracting officer's pricing decision. While this all sounds well defined, it presents an enormous challenge to both contractors and government personnel, and oversights in the process can be costly to both!

If you are interested in learning more about the concepts of Cost and Pricing as addressed in Federal Contracting you don't want to miss this training that will focus on the following: Identify what constitutes cost, describe how to conduct price analysis, identify what constitutes price, describe what conditions certified cost or pricing data are required, describe how to conduct Cost Analysis, and identify the threshold for requiring certified cost or pricing data.

Who should attend? Management and key players who will support and facilitate government contracting in your company.

About the speaker: James N. Phillips Jr. has over 20 years of service in the acquisition profession working in both Department of Defense and the Department of Veterans Affairs. He is currently working for the Department of Veterans Affairs, National Center for Patient Safety as its Acquisition Consultant. Jim has held contracting officer warrants as contract terminations officer (TCO), and as a procurement contracting officer (PCO). He is a Certified Federal Contract Manager (CFCM), and received the Fellow designation from the National Contract Management Association (NCMA). He holds a Federal Acquisition Certification in Contracting (FAC-C) Level III designation, a FAC-COR Level II designation, and is certified in LEAN office practices by the University of Michigan.

NO FEE TO ATTEND	LOCATION	TIME
Lunch provided and sponsored by DC3S	DC3S Meeting and Event Center 7205 Sterling Pond Center • Sterling Heights, MI 48312	8am–1pm

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