

On Line Training Recordings and Materials Available On Demand



[The Professor's Forum with Ralph Nash and Tim Sullivan](#)

8 sessions, 75 minutes each

[January 26, 2017](#): Competition

[February 23, 2017](#): Evaluating Price & Cost Realism

[March 30, 2017](#): Clarifications vs. Discussions

[April 25, 2017](#): Organizational Conflicts of Interest

[May 25, 2017](#): Commercial Item Contracting

[June 29, 2017](#): Constructive Changes

[September 28, 2017](#): Request for Equitable Adjustments & Claims

[October 26, 2017](#): Pricing Equitable Adjustments

[Understanding the Proposal Evaluation Process Virtual Class](#)

8 sessions, 75 minutes each

[January 5, 2017](#): Technical and Management Evaluations

[February 2, 2017](#): Price Evaluations

[March 2, 2017](#): Past Performance Evaluations

[April 6, 2017](#): Cost Realism Evaluations

[May 4, 2017](#): Key Personnel Evaluations

[June 1, 2017](#): Socioeconomic Evaluations

[September 7, 2017](#): Responsibility Evaluations

[October 5, 2017](#): Source Selection Authority and Award Types

[Commercial Item Determination](#)

1 session, 90 minutes

April 5, 2017

[Incurred Cost Submission \(ICS\)](#)

4 sessions, 2 hours each

March 14, 16, 21, and 23, 2017

[Contractors' Purchasing System Reviews \(CPSR\)](#)

5 sessions, 2 hours each

January 17, 24, 31, February 7, and 14, 2017

[Supply Chain Symposium](#)

6 sessions, 90 minutes each

[January 18, 2017](#): 2017 Update – Mandatory FAR Flow-Down Clauses and Best Practices

[February 15, 2017](#): 2017 Update – Advanced Flow-Downs, Mandatory DFARS Clauses and Best Practices

[March 15, 2017](#): New Administration but Same Old Story? Labor Laws, Executive Orders and Regulations Impacting the Supply Chain

[April 19, 2017](#): Prime Contractor Responsibility for Foreign Content: A Primer on the Buy America Act and Trade Agreements Act and Their Application to Subcontracts

[May 17, 2017](#): Size Matters More Than Ever: How Large and Small Prime Contractors and Subcontractors Can Capitalize on Changes to Small Business Regulations

[June 21, 2017](#): Cost Allowability and Pricing Issues Impacting the Supply Chain

[Government Contracting Fundamentals](#)

7 sessions, 2 hours and 15 minutes each

March 28, April 4, 11, 18, 25, May 2, and May 9, 2017

[Contract Closeout](#)

3 sessions, 90 minutes each

May 16, 23, and 30, 2017

[Labor Compliance for Federal Contractors: Strategies for Success](#)

3 sessions, 120 minutes each

May 23, May 30, June 6, 2017

[Nash & Gray: Demystifying Intellectual Property/Data Rights in Government Contracts Virtual Class](#)

6 sessions, 90 minutes each

[April 13, 2017](#): Basic Principles Governing IP in Government Contracts; Government Use of Technology to Which It Has Acquired No Rights

[May 4, 2017](#): Emerging Issues in IP/Data Rights – Part 1: New Legislation, the Sec. 813 Advisory Panel, and Beyond

[June 8, 2017](#): Rights in Inventions & Patents; Introduction to Rights in Technical Data and Computer Software

[July 13, 2017](#): Commercial Technical Data & Computer Software; Determining the Requirements for Delivery and Rights in Technical Data and Computer Software

[September 14, 2017](#): IP Rights Issues in Source Selections, Modular Open Systems Approaches, and Negotiating Specialized Licenses or Deliveries

[October 12, 2017](#): 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

[Making the Right Choices in Government ContractingSM](#)

1 60 minute session and

3 120 minute sessions

May 16, 23, 30, and June 6, 2017

[Just Out: Conversations with a Former DOJ Attorney](#)

1 session, 60 minutes

March 30, 2017

[Getting Paid Under Federal Government Contracts](#)

1 session, 90 minutes

April 6, 2017

[Financial Forum](#)

6 sessions, 60 minutes each

[January 10, 2017](#): Subcontract and Vendor Cost Allowability and Related Issues

[February 14, 2017](#): Final Indirect Cost Rate Proposals: Auditor Focus Areas, Trends and Best Practices

[March 14, 2017](#): Selected FAR Cost Principles Part 1: Compensation, Legal, Consulting, Organization, Restructuring and Tangible and Intangible Capital Asset Costs

[April 11, 2017](#): Selected FAR Cost Principles Part 2: IR&D, B&P, Selling, Advertising, Public Relations Costs and Other Business Development Costs

[May 9, 2017](#): Cost Estimating and Truthful Cost or Pricing Data Requirements

[June 13, 2017](#): Cost Reasonableness and Travel and Relocation Cost Allowability

[September 12, 2017](#): Managing Internal Investigations into Accounting Matters: Mandatory Disclosures

[October 10, 2017](#): CAS Overview and Best Practices

[November 14, 2017](#): Termination Cost Recovery

[FUN with the DFARSSM](#)

12 sessions, 90 minutes each

January 11 – December 13, 2017

[Succeeding in Government Small Business Contracting: Guidance for Primes and Subs](#)

6 sessions, 90 minutes each

January 10, 17, 24, 31, February 7, and 14, 2017

[Communicating Effectively to the Government](#)

1 session, 90 minutes

February 1, 2017



[The New Fair Labor Standards Act Exemption Requirements](#)

1 session, 90 minutes

February 21, 2017

[Trending Cost & Pricing](#)

6 sessions, 90 minutes each

[January 19, 2017](#): CAS Overview: Applicability, Types of Coverage and CAS Administration

[February 16, 2017](#): The Cost Accounting Standards – Allocation of Cost

[March 16, 2017](#): The Cost Accounting Standards – Assignment and Measurement of Cost

[April 20, 2017](#): The CASB Disclosure Statement

[May 31, 2017](#): Price Analysis and Fair and Reasonable Pricing

[June 27, 2017](#): Commercial Item Pricing and Challenges in the Current Environment

[September 21, 2017](#): Direct and Indirect Costs and a Little Thing Called G&A!

[October 19, 2017](#): Profit – Yes, contractors are allowed to have some!?

[November 16, 2017: Part V](#): Cost Analysis and Cost Realism and Their Expanding Roles in Contract Pricing

[December 21, 2017: Part VI](#): Defective Pricing – Hazards & Defenses

[Government Contracting Update](#)

3 sessions, 90 minutes each

March 29 and August 30, 2016, and February 22, 2017

[Detection and Avoidance of Counterfeit Electronics Parts: An Expert's Perspective](#)

1 session, 120 minutes

March 22, 2017

[Domestic Sourcing and Content Requirements Under Federal Government Contracts](#)

1 session, 90 minutes

March 22, 2017

[Understanding IDIQs Series](#)

2 sessions, 90 minutes each

[April 19, 2017](#): Indefinite Delivery Vehicles in Practice

[June 22, 2017](#): Get to Know the GWACs

[August 22, 2017](#): Evaluating IDIQs: Scorecard Methodology

[October 3, 2017](#): IDIQs to Watch in FY2018

[December 5, 2017](#): Get to Know BPAs

[Cybersecurity in Government Contracts: Developments and Practical Steps for Compliance](#)

6 sessions, 75 minutes each

[November 10, 2016](#): Overview of the Cyber Legal and Regulatory Maze

[December 8, 2016](#): The FAR Basic Safeguarding Rule

[January 12, 2017](#): The DoD Network Penetration Clause

[February 9, 2017](#): Breach investigation & response

[March 9, 2017](#): The NARA Rule / SP 800-171

[April 27, 2017](#): Information Sharing: CISA and Beyond

[Important Government Contract Claims Decisions From 2016: Maximizing Recovery and Strengthening Defenses](#)

1 session, 90 minutes

December 13, 2016

[Get to Know GSA's OASIS](#)

1 session, 90 minutes

December 15, 2016



Supply Chain Symposium

6 sessions, 90 minutes each

[January 20, 2016](#) – Mandatory and Suggested FAR Flow-Down Clauses and Best Practices

[March 16, 2016](#) – Labor and Employment Challenges in the Supply Chain

[April 20, 2016](#) – Cyber Security Requirements: What All Prime Contractors and Subcontractors Must Know

[May 18, 2016](#) – Advanced Flow-Downs: What Do Department of Defense Agencies Require Beyond the FAR

[June 15, 2016](#) – Strategic Use of Non-Disclosure Agreements, Teaming Agreements, and Joint Ventures

[July 20, 2016](#) – Best Prime/Sub Practices for Contract Formation and Protest Preservation

Understanding IDIQs: How the New Scorecard Methodology is Revolutionizing IDIQs

1 session, 60 minutes
June 21, 2016

Contracting 101

1 session, 120 minutes
July 14, 2016

The Foreign Corrupt Practices Act (FCPA)

1 session, 90 minutes
September 28, 2016

The Ins and Outs of the Fair Labor Standards Act

1 session, 90 minutes
May 25, 2016

Financial Forum

9 sessions, 60 minutes each

[January 12, 2016](#) - Pricing Requests for Equitable Adjustment and Pursuing Claims

[February 9, 2016](#) - Subcontractor, Travel and Legal Cost Reasonableness

[March 8, 2016](#) - Preventing, Investigating, and Reporting Accounting Issues: The Mandatory Disclosure Rule

[April 12, 2016](#) - Incurred Cost Submissions and DCAA Audits - Strategies, Trends and Areas of Focus

[May 3, 2016](#) - Compensation Cost Allowability: Select Compensation Costs

[June 14, 2016](#) - Principles of Fiscal Law and Government Contracts-Related Funding Issues

[September 13, 2016](#) - Application of CAS and Modified CAS Coverage: CAS 401, 402, 405 and 406

[October 11, 2016](#) - Full-CAS Coverage: Disclosure Statements and Allocation of Direct and Indirect, Home Office, G&A, and Selected Costs

[November 8, 2016](#) - Developments in Cost and Pricing Issues: A Year in Review

Professor's Forum

8 sessions, 75 minutes each

[January 28, 2016](#) - Source Selection Process & Techniques

[February 25, 2016](#) - Proposal Evaluations: Cost and Non-Cost Factors

[March 31, 2016](#) - Contracting Authority

[April 28, 2016](#) - Contract Interpretation

[May 26, 2016](#) - Contract Changes

[June 30, 2016](#) - Intellectual Property Issues for Primes and Subs

[September 29, 2016](#) - Subcontract Administration

[October 27, 2016](#) – Workforce Skills



[Commercial Item Determination](#)

1 session, 90 minutes

June 9, 2016

[Business Systems](#)

5 sessions, 75 minutes each

[January 26, 2016](#) - Business system administration and recent developments

[February 23, 2016](#) - Accounting Systems

[March 22, 2016](#) - Estimating Systems

[April 26, 2016](#) - Purchasing Systems (including counterfeit parts)

[May 24, 2016](#) - Property/EVMS/MMAS

[Understanding IDIQs: Alliant 2 and Alliant 2 Small Business Basics](#)

1 session, 60 minutes

April 27, 2016

[How to Define Clear SOW/PWS Requirements to Improve Your Service Contracts](#)

1 session, 105 minutes

February 25, 2016

[The New Fair Labor Standards Act Exemption Requirements](#)

1 session, 90 minutes

November 1, 2016

[Audit and Accounting](#)

4 sessions, 120 minutes each

October 27, November 3, 10, and 17, 2016

[Travel and Expense Reporting Made Simple](#)

1 session, 100 minutes

December 20, 2016

[Intellectual Property](#)

4 sessions, 75 minutes each

[April 7, 2016](#) - Overview, Inventions/Patents, Copyrights, and Trademarks

[May 12, 2016](#) - Rights in Non-Commercial Technical Data and Computer Software

[June 9, 2016](#) - Commercial Data and Commercial Software

[July 14, 2016](#) - Intellectual Property Protection, Challenges, and Disputes

[Detection and Avoidance of Counterfeit Electronics Parts: An Expert's Perspective](#)

1 session, 120 minutes

May 11, 2016

[CPSR](#)

1 session, 90 minutes

February 17, 2016

[Supply Chain Management and Compliance](#)

1 session, 90 minutes

June 2, 2016

[ARRTful Acquisition: Master the ARRT of Requirements Development](#)

4 sessions, 105 minutes

March 10, 17, 24, and April 7, 2016

[The Big Picture: A Strategic Analysis of Federal Procurement Trends](#)

1 session, 60 minutes

February 17, 2016



[2 CFR 200: What You Need to Know in 2016](#)

3 sessions, 120 minutes each

March 16, 23, and April 6, 2016

[Acquisition Planning and Strategic Sourcing](#)

8 sessions, 150 minutes each

May 12, 14, 19, 21, 28, June 2, 4, and 9, 2015

[Meet the MASTersSM](#)

12 sessions, 75 minutes each

[October 28, 2015](#): A Guide to MAS Contracting

[December 8, 2015](#): Selling Products and Services Under MAS Contracts

[February 2, 2016](#): The CSP Disclosure Conundrum (Preparing Current, Accurate and Complete Disclosures)

[March 1, 2016](#): Pricing Part I (pricing, negotiations, EPAs, Cost-build, horizontal pricing comparisons, reselling)

[April 5, 2016](#): Current/Future MAS Trends

[April 12, 2016](#): Pricing Part II (pricing, negotiations, EPAs, Cost-build, horizontal pricing comparisons, reselling)

[May 24, 2016](#): Rocket Science, Brain Surgery and Dissecting the Price Reductions Clause

[June 7, 2016](#): Be Prepared! - MAS Audits and Contractor Assistance Visits

[August 11, 2016](#): Transactional Data Reporting Rule

[September 6, 2016](#): Houston, We Have a Problem that Calls for a Mandatory Disclosure

[September 27, 2016](#): Making Sense of Labor Related Issues Under MAS Contracts

[October 25, 2016](#): If I Could Fix the Schedules, I Would...

[Cybersecurity Series](#)

6 sessions, 90 minutes each

[November 3, 2015](#) – Overview of the Cyber Legal and Regulatory Maze

[December 1, 2015](#) – Critical Infrastructure Cybersecurity, Executive Order 13636

[January 5, 2016](#) – The DoD UCTI Clause

[February 2, 2016](#) – Breach investigation & response

[March 1, 2016](#) – The NARA Rule / SP 800-171

[April 5, 2016](#) – Cybersecurity Outlook: predictions on cyber policies in federal

[Essentials of Government Contracts Administration](#)

5 sessions, 150 minutes each

April 9, 16, 23, 30, and May 7, 2015

[HR/Labor Compliance in Government Contracting Series](#)

7 sessions, 90 minutes each

[September 15, 2015](#) - Overview of Federal Labor Laws for Government Contractors (SCA, DBA, FLSA, OFCCP and related Executive Orders)

[October 20, 2015](#) – Compliance Issues: Wage Rate Requirements (Construction), formerly known as the Davis-Bacon Act

[November 17, 2015](#) – Compliance Issues: Service Contract Labor Standards (formerly known as the Service Contract Act)

[December 15, 2015](#) – Compliance Issues: OFCCP

[January 19, 2016](#) – Subcontractor Compliance

[February 16, 2016](#) – Timekeeping and Compensation Practices

[March 15, 2016](#) - Collective Bargaining for the Federal Contract