



AN OVERVIEW OF GOVERNMENT CONTRACTING AND COST ACCOUNTING TRAINING WORKSHOP

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March 30 – April 1, 2010 – 8:30 a.m. to 4:30 p.m.

Overview of Government Contracting

This concentrated two-day course covers all of the most critical aspects of the federal contracting process. The course is intended for those who are new to federal contracting and want to gain an understanding of the basic concepts. It is also intended for non-contracting personnel who are indirectly or occasionally involved in contracting and want to better understand this complex subject, including senior agency personnel, financial managers, technical and quality assurance personnel, evaluators, attorneys, logisticians and private sector personnel seeking to do business with the federal government.

The course effectively combines informative lectures with numerous practical examples and exercises to reinforce the most important aspects of the material. In addition to the course manual, students will receive the most recent edition of the Federal Acquisition Regulation (FAR), which will be used throughout the course to familiarize students with this critically important reference.

Government Cost Accounting

Because of the complexity of government cost accounting rules and standards, dealings with the federal government differ greatly from standard commercial business practices. All professionals involved with government contracts need a basic understanding of the cost accounting principles that affect these contracts. In fact, many agencies, organizations, and companies require such training. This course provides participants with solid, clear guidance on accounting for, recovering, and monitoring costs at each step of contract performance, from bidding to closeout. Participants will obtain an in-depth understanding of the Federal Acquisition Regulations (FAR) (particularly Part 31), the Truth in Negotiations Act (TINA), and treatment of unallowable costs.

Learn how to:

- *Identify all of the key phases of the acquisition process*
- *Understand the limitations applicable to the use of appropriated funds*
- *Correctly plan an acquisition and select the most appropriate contract type*
- *Identify typical contractual issues and explain how to manage them*
- *Better manage and administer contracts after award*
- *Explain what the rules are and how they differ from commercial accounting principles*
- *Determine how to incorporate accounting requirements into your costs systems*
- *Discuss the issues critical to a contractor's ability to recover costs, including the vital issues of allowability and allocability*
- *Describe how government representatives can effectively monitor contract costs at every step*
- *Deal with and manage audits*
- *Discuss new and emerging issues and the impact of procurement reform*
- *Manage claims and profit determinations*