



## Essentials of Government Contract Management

### Overview

- Issues and Trends in Contract Management
- The Contract Management Process
- Why Government Contracting is Unique
- Gee-Whiz Statistics: Tracking My Tax Dollars
- Ethics
- Social/Economic Programs

### Pre-Award Phase

- FAR
- Acquisition System: Introduction and Overview
- Acquisition System: Major Acquisition Processes
- Acquisition System: Agency-Level Budgeting Process
- Acquisition System: Congressional Budgeting Process
- Acquisition System: Requirements Process
- Acquisition System: Program Monitoring and Conclusion
- Government Law and Practices
- Pre-Award Phase: How to Conduct the Procurement
- Pre-Award Phase: Market Research and Commerciality
- Pre-Award Phase: Types of Specs
- Pre-Award Phase: Performance Based Contracting
- Pre-Award Phase: Types of Solicitations
- Pre-Award Phase: Teaming Agreements and JVs
- Pre-Award Phase: Sections L and M

### Types of Contracts

- Implications of Contract Type
- Fixed Price Contracts
- Fixed Price Contracts: Payment Issues
- Cost-Reimbursement Contracts
- Cost-Reimbursement Contracts: Payment Issues
- Additional Contract Issues

### Contract Law

- Commercial vs. Government Contracting
- Enabling Statutes and Regulations
- Appropriations, Funding, and the Legislative Process
- Federal Court System and Case Law
- Specifications and Contract Types
- Truth in Negotiations Act (TINA)
- Commercial Items and Other Contract Types
- Competition in Contracting Act (CICA)
- Mistakes and Protests



### **Award Phase**

- Role of Negotiation
- Negotiation: What Is It?
- Basic Rules of Negotiation: Part 1
- Basic Rules of Negotiation: Part 2
- Basic Rules of Negotiation: Part 3
- Negotiation Nuggets
- Rules, Regulation and Process
- Methods of Contracting
- Developing Criteria and Applying Standards
- Forming the Contract
- Debriefing

### **Post-Award Phase**

- Post-Award Phase: Now We Have a Contract
- Post-Award Phase: Reading the Government Contract
- Post-Award Phase: Administering and Reporting
- Post-Award Phase: Contract Modification
- Contractor Purchasing System Review
- Changes Clause
- Constructive Changes, Part 1
- Constructive Changes, Part 2
- Value Engineering Changes and Other Concepts
- Post-Award Phase: Invoicing and Payment
- Claims
- The Disputes Act
- Terminations for Default: Grounds
- Terminations for Default: Defenses and Excusable Delay
- Terminations for Convenience: The Clause
- Terminations for Convenience: Application Procedures and Operation of Law
- Contract Closeout: Physical Completion
- Contract Closeout: Administrative Closeout