



Government Contracts Compliance Training Course Lineup for CY 2010

Beason & Nalley, Inc.

Huntsville, Alabama

Reston, Virginia

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We deliver objectives

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Beason & Nalley is pleased to announce its in-house Government Contracts Consulting training schedule for calendar year 2010. In response to recommendations from many of our past students and factoring in current Government procurement and audit trends and high risk scenarios, we have carefully assembled a comprehensive schedule of educational opportunities that will address a number of important compliance issues and problems in meeting challenges of Government contracting.

The line-up of courses we will provide this year is identified below, with a briefing of the course content, the dates and cost.

All courses shown in this schedule will be held at either in Huntsville, Alabama or Reston, Virginia. If you would like more information on these courses, please contact Ms. Lori Beth Miller or Ms. Sandra Baker at 256-533-1720 or email us at LMiller@beasonnalley.com or SBaker@beasonnalley.com.

Course	Date	Location	CPE Hours
FEBRUARY			
Cost and Price Analysis in Government Contracting	Thursday February 18, 2010	Huntsville, AL	8
Fundamental Requirements of Cost Accounting Standards	Thursday February 25, 2010	Reston, VA	8
APRIL			
A Practical Guide to the Incurred Cost Submission (ICS)	Thursday April 29, 2010	Reston, VA	8
MAY			
A Practical Guide to the Incurred Cost Submission (ICS)	Thursday May 13, 2010	Huntsville, AL	8
JUNE			
FAR Part 31 Cost Principles	Thursday June 17, 2010	Reston, VA	8
Fundamental Requirements of Cost Accounting Standards	Thursday June 24, 2010	Huntsville, AL	8
SEPTEMBER			
FAR Part 31 Cost Principles	Thursday September 16, 2010	Huntsville, AL	8
OCTOBER			
Understanding Government Audits and How to Resolve Audit Issues	Thursday October 21, 2010	Reston, VA	8
NOVEMBER			
Understanding Government Audits and How to Resolve Audit Issues	Tuesday November 9, 2010	Huntsville, AL	8
Cost and Price Analysis in Government Contracting	Thursday November 17, 2010	Reston, VA	8

Cost and Price Analysis in Government Contracting

The course objectives are to provide Government contractors an understanding of the government's philosophy, methods and techniques that are used to evaluate contractor price proposals, and to also highlight principal regulatory cost and price analysis techniques that contractor procurement departments should mirror in evaluating cost and price within subcontractor and vendor bids. With a focus on FAR Part 15, Contracting by Negotiation, students will gain a thorough understanding of the government's perspective in analyzing costs and prices that are presented in bids to the government, and will better understand areas of risk when preparing cost proposals most likely to raise Government procurement and audit challenges during audits of proposals. Typical DCAA audit procedures in the evaluation of cost proposals will be discussed, including "red flag" issues that should be avoided. The course will also provide best practices, through several examples, for conducting and documenting adequate cost and price analyses of various subcontractor and vendor bids.

Date: February 18, 2010
Time: 8:30 AM – 4:30 PM
Cost: \$325 per person
Location: Huntsville, Alabama

Date: November 17, 2010
Time: 8:15 AM – 4:45 PM
Cost: \$450 per person
Location: Reston, Virginia

Fundamental Requirements of Cost Accounting Standards

This course will cover the fundamental requirements of the Cost Accounting Standards (CAS) for allocation, assignment and measurement of costs for contract costing purposes. The instruction will include applicability of CAS to individual contracts; determining type of CAS coverage (full or modified); criteria for submitting CAS disclosure statements in which cost accounting practices are described; applicability to contract modifications, and changes in cost accounting practices. In addition, we will discuss requirements and pitfalls in the contractor solicitation certification process, whereby companies may erroneously identify a prospective award as one covered by the CAS. The class content will also include a brief overview of each of the nineteen standards as well as a few case questions/problems to reinforce the concepts students will learn in this course.

Date: February 25, 2010
Time: 8:15 AM – 4:45 PM
Cost: \$450 per person
Location: Reston, Virginia

Date: June 24, 2010
Time: 8:15 AM – 4:45 PM
Cost: \$325 per person
Location: Huntsville, Alabama

A Practical Guide to the Incurred Cost Submission (ICS)

This course will cover what contractors must know about the Incurred Cost Submission ICS, including analysis of ICS Model Schedules, Contract Costs, and Rate Structures. It is designed to show contractors how to identify and capture all allowable costs that may be claimed for reimbursement in the prescribed format consistent with FAR Part 42 requirements, and mitigate the risk of audit problems and issues. The instruction will include the preparation and filing of the Incurred Cost Submission (ICS) for Government contractors. Government contractors subject to an Allowable Cost and Payment contract clause must submit an adequate incurred cost proposal together with supporting data for each fiscal year within six months after the end of those fiscal years. To establish final indirect rates and direct contract costs consistent with these important procurement provisions, contractors must understand all components of an adequate incurred cost proposal and the costs that must be included within these submissions.

Date: April 29, 2010
Time: 8:15 AM – 4:45 PM
Cost: \$450 per person
Location: Reston, Virginia

Date: May 13, 2010
Time: 8:15 AM – 4:45 PM
Cost: \$325 per person
Location: Huntsville, Alabama

FAR Part 31 Cost Principles

The objectives of our FAR Part 31 Cost Principles course are to educate students as to the critical regulations governing cost accounting and cost allowability in government contracting. Class participants will be instructed on foundations for a compliant job cost accounting system, to include segregation of cost by contract, direct cost charging, indirect cost groupings and proper allocation bases, identifying unallowable costs, properly documenting expenses, and penalties for unallowable costs. Specific types of costs, identified in FAR 31.205, that are often subject to misunderstanding or judgmental interpretation will be discussed in detail. Examples of these costs include employee morale and welfare, legal, public relations, advertising, travel and relocation. Students will be invited to discuss cost allowability issues that affect their organization. Class lecture of selected costs will cover only those for commercial organizations in FAR 31.2.

Date: June 17, 2010
Time: 8:15 AM – 4:45 PM
Cost: \$450 per person
Location: Reston, Virginia

Date: September 16, 2010
Time: 8:15 AM – 4:45 PM
Cost: \$325 per person
Location: Huntsville, Alabama

Understanding Government Audits and How to Resolve Audit Issues

This course encompasses guidance and best practices to effectively prepare for audits, respond to audit findings, and maintain a pro-active mentality to avoid audit risks by understanding the Government auditor's expectations as well as the objectives and procedures they employ to accomplish those audits. The vast majority of lecture centers around the Defense Contract Audit Agency, their mission, and how to deal with the audits they are chartered to perform. This course includes:

- Understanding the DCAA structure, objectives, and auditing standards
- Preparing for an audit, and interfacing with auditors
- Mitigating audit risk through effective planning, before the audit begins
- Effectively responding to audit findings, and recognizing weaknesses in auditor positions
- Specific guidance on certain types of audits that most frequently precipitate findings, such as incurred cost, internal controls, bid proposals, defective pricing, etc.
- Unique cost challenges and audit issues, to include costs/areas such as credits and refunds, reasonableness concepts, access to records and DCAA process for cost suspensions.
- Current DCAA audit trends, events, initiatives, and hot spots

Date: October 21, 2010
Time: 8:15 AM – 4:45 PM
Cost: \$450 per person
Location: Reston, Virginia

Date: November 9, 2010
Time: 8:15 AM – 4:45 PM
Cost: \$325 per person
Location: Huntsville, Alabama