

Additionally, our planned webinar topics and dates are listed following the live courses. As of the publication date for this training announcement, all live courses will be held at the Beason & Nalley Huntsville office; however, other locations may be announced on our website and in our Government Contracts Insights monthly newsletter. If you would like more information on these courses including discounts for multiple courses/multiple attendees or in arranging client-specific training, please contact Ms. Lori Beth Miller at 256-533-1720 or email us at LMiller@beasonnalley.com.

Course	Date	Location	CPE Hours
MARCH			
FAR Part 31 Cost Principles	Wednesday March 7, 2012	Huntsville, AL	8
Understanding Government Contract Audits and Dealing with Audit Issues	Thursday March 8, 2012	Huntsville, AL	8
APRIL			
Cost and Price Analysis in Government Contracting	Tuesday April 17, 2012	Huntsville, AL	8
Fundamental Requirements of Cost Accounting Standards	Wednesday April 18, 2012	Huntsville, AL	8
MAY			
Understanding the Requirements for an Adequate Incurred Cost Submission (ICS)	Tuesday May 22, 2012	Huntsville, AL	8
OCTOBER			
FAR Part 31 Cost Principles	Tuesday October 16, 2012	Huntsville, AL	8
Fundamental Requirements of Cost Accounting Standards	Wednesday October 17, 2012	Huntsville, AL	8
NOVEMBER			
Cost and Price Analysis in Government Contracting FAR Part 31 Cost Principles	Tuesday November 13, 2012	Huntsville, AL	8
Understanding Government Contract Audits and Dealing with Audit Issues	Wednesday November 14, 2012	Huntsville, AL	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 evaluating costs and prices that are presented in bids to the government and will better understand areas of risk when preparing cost proposals subject to government analysis. We will also overview the estimating system criteria as contained in the DFARS Business Systems rule and discuss the risks and implications of an inadequate estimating system. We will discuss DCAA audit policies and audit interpretations associated with DCAA evaluations of cost proposals, including those which pertain to prime contractor evaluations of subcontractor cost or pricing data. The course will also provide typical scenarios and a case study to illustrate best practices for a prime contractor to conduct and document adequate cost or price analysis of subcontractor or vendor cost or pricing data.

Date: April 17, 2012
Time: 8:30 AM – 4:30 PM
Cost: \$325 per person
Location: Huntsville, Alabama

Date: November 13, 2012
Time: 8:30 AM – 4:30 PM
Cost: \$325 per person
Location: Huntsville, Alabama

Fundamental Requirements of Cost Accounting Standards

This course will cover the fundamental requirements of the Cost Accounting Standards (CAS) as well as recent or proposed changes in the regulations and trends in government audits of CAS. The instruction will discuss concepts for allocation, assignment and measurement of costs, the 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 CAS provisions included in government solicitations and the differing interpretations and potential pitfalls in contractor responses, whereby companies may erroneously identify a prospective award as subject to CAS. The class content will also include an 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: April 18, 2012
Time: 8:30 AM – 4:30 PM
Cost: \$325 per person
Location: Huntsville, Alabama

Date: October 17, 2012
Time: 8:30 AM – 4:30 PM
Cost: \$325 per person
Location: Huntsville, Alabama

Understanding the Requirements for an Adequate 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 Pool, Base and Rate Structures. The overall course objective is to demonstrate how to prepare an incurred cost submission as prescribed by FAR 52.216-7 as of May 31, 2011 and as interpreted by government (DCAA) auditors to assist in maximum recovery of allowable costs on contracts subject to the allowable cost and payment clause. The instruction will include the preparation and filing of the Incurred Cost Submission (ICS) with the required schedules which meet the now explicit adequacy requirements as well as the supplemental schedules which will be required before a DCAA audit commences. Students will gain an understanding of the underlying regulations as well as trends in government audit oversight including the DCAA adequacy checklist, the audit process and audit strategies applicable to audits of incurred cost submissions, and the audit resolution process inclusive of the FAR 42.709 penalties. Contractors must understand their contractual obligations to submit an adequate ICS within the six months after the fiscal year end date, to establish final indirect rates and determine allowable direct contract costs and ultimately to lead to successful closure of government contracts and task orders subject to the allowable cost and payments clause.

Date: May 22, 2012
Time: 8:30 AM – 4:30 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 primary and predominant 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. As with all Beason & Nalley seminars, the course will discuss recent or proposed changes to relevant regulations, as well as evolving trends in government contract audit interpretations of the cost allowability provisions of FAR. 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 (as distinguished from contracts with educational institutions, non-profit organizations and state, local or Indian tribal governments).

Date: March 7, 2012
Time: 8:30 AM – 4:30 PM
Cost: \$325 per person
Location: Huntsville, Alabama

Date: October 16, 2012
Time: 8:30 AM – 4:30 PM
Cost: \$325 per person
Location: Huntsville, Alabama

Understanding Government Audits and Dealing with Audit Issues

This course is designed to assist contractors with being well-informed on government contract audit strategies to facilitate a pro-active approach to effectively prepare for audits and to understand and respond to audit findings. In today's relatively aggressive audit environment, a government contractor must keep abreast of the ever expanding audits and the audit strategies which could yield audits which impact a contractor's ability to recover costs or to obtain government contracts. The vast majority of lecture centers around the Defense Contract Audit Agency (DCAA), their mission, their evolving audit policies, 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 including how to obtain, read and interpret DCAA audit guidance and audit programs
- Effectively responding to audit inquiries during the audit as well as to audit findings at audit completion and recognizing weaknesses in auditor assertions
- Specific guidance on certain types of audits that most frequently precipitate findings, such as incurred cost, internal controls, bid proposals, and defective pricing.
- 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 including external influences on DCAA

Date: March 8, 2012
Time: 8:30 AM – 4:30 PM
Cost: \$325 per person
Location: Huntsville, Alabama

Date: November 14, 2012
Time: 8:30 AM – 4:30 PM
Cost: \$325 per person
Location: Huntsville, Alabama

The line-up of scheduled webinars is identified below with a brief description of the content for each webinar. We will typically issue webinar announcements for each webinar at least three weeks before the scheduled webinar and the webinars will be from 1-3pm Eastern/Noon-2pm Central time. Because webinars are intended to provide real-time training in response to issues of the day, the dates and topics for webinars are subject to change although we will endeavor to maintain the scheduled topics/dates.

Course	Description	Date
2012 Government Contractor Challenges	Compilation of 2011-12 regulatory changes, the contract oversight and procurement challenges (a condensed version of our one day seminar held in late 2011)	January 24, 2012
Claims and Terminations	Overview of REAs (Requests for Equitable Adjustments) and Full or Partial Terminations (FAR Part 49)	February 7 and November 27, 2012
DFARS Business Systems Rule	The regulation, its applicability, the criteria and the government implementation policies and strategies	February 28, 2012
Business Ethics FAR 52.203-13 & -14	The regulations and clarifications within the promulgation comments as well as the DCAA audit of Contractor Control Environment	March 6 and December 11, 2012
Cost and Price Analysis in Government Contracting	Overview of FAR Part 15, Contracting by Negotiation as well as the government evaluations and audits and prime contractor responsibility for subcontractors	March 20 and September 18, 2012
Contractor Purchasing Systems	Overview FAR Part 44 and DFARS 244 including the criteria for an adequate purchasing system and the CPSR (Contractor Purchasing System Review)	March 27, 2012
Pre- & Post-Award Accounting Systems (FAR Part 9.104)	The regulation, the SF 1408 and the DCAA audit policies and strategies for evaluating both potential and actual contractor accounting systems as a qualification for cost-type government contracts	April 24, 2012
Truth-in-Negotiations Act (TINA) or Defective Pricing	An overview of FAR 15.407-1, the contracts most at risk, DCAA's audit strategies, and the implications of non-compliance with TINA	June 13 and October 30, 2012
Incurred Cost Submission (ICS) Adequacy Requirements	An overview of the explicit requirements contained in FAR 52.216-7 (May 31, 2011) as well as a walkthrough of a DCAA adequacy checklist and an ICS which complies with the checklist	May 29 and June 26, 2012
Incurred Cost Submissions (ICS) – The Inevitable Audit	A discussion of the DCAA audit policies and audit programs including the applications of statistical sampling and DCAA's migration to very large numbers of transaction testing	July 24, September 25, and December 18, 2012

Incurred Cost Submissions (ICS) Issue Resolution	A discussion of the audit completion process, responding to the DCAA draft audit report, rate agreement letters or failure to obtain rate agreement letters and the post-agreement requirements to re-invoice and/or submit final contract closeout vouchers	August 28 and November 7, 2012
Fundamental Requirements of Cost Accounting Standards	A primer on CAS (Cost Accounting Standards), applicability, the FAR Part 30 administrative provisions, the 19 standards, and the implications of a CAS noncompliance	August 21, 2012