



Bethesda/Medical and
Woodlawn Chapters

Educational Seminar

Cost and Pricing Seminar

Hosted by: Bethesda and Woodlawn Chapters
to be held in Rockville, MD

Facilitators:

Tom Reid
JD, CPCM, Fellow

James Chestnut
DAWIA/FAC-C Level III

NCMA Bethesda and Woodlawn Chapter's Cost and Pricing Seminar

**Facilitators: Tom Reid, JD, CPCM, Fellow and James Chestnut, DAWIA/FAC-C
Level III**

Cost and Pricing Overview:

The acquisition of goods and services with Federal dollars requires diligence and business acumen. You will be able to conduct acquisitions for your organization with confidence with a better understanding of price and cost analyses in accordance with the Federal Acquisition Regulation (FAR). This course is essential for government employees and contractors. It is designed for those with a good understanding of the Federal contracting process. Attendees include accounting, finance, compliance, management, contracting personnel and anyone who must have a solid knowledge of cost and price analysis.

What you will learn:

- Government Contracting Officers are required to purchase supplies and services from responsible sources at fair and reasonable prices.
- Government contractors, when purchasing supplies or services under a government cost reimbursement contract, are held to a similar standard. Furthermore, when bidding on any contract for which "certified cost or pricing data" are required, contractors are instructed to "Conduct price analysis of all subcontractor proposals"
- Cost Analysis and Price Analysis are two critical and essential tools used in assessing fairness and reasonableness of proposed prices. They must be understood by buyers and sellers in all government contracting situations – government contracting officers, and contractors alike.

**Tom Reid,
JD, CPCM, Fellow, Chief Problem Solver, Certified Contracting
Solutions, LLC**



Mr. Tom Reid is Chief Problem Solver for Certified Contracting Solutions, LLC (CCS) headquartered near Denver, Colorado. CCS, in existence since 2002, provides training, consulting, expert testimony, and mentoring & marketing services to the government and its contractors.

Mr. Reid has worked for over 35 years in government contracts and business operations. Following seven years as a Government attorney specializing in procurement, he has served as a senior executive in both large and small companies demonstrating expertise in contract management, business development, training, leadership development, legal and litigation management, strategic planning, and management of multi-

million dollar business operations.

[Learnmore](#)

**James Chestnut,
DAWIA/FAC-C Level III, Director of Acquisitions, HHS OIG**



Mr. James Chestnut has 20 years of experience in Federal Acquisitions. He currently serves as the Director, Acquisitions Division, Office of Inspector General of the Department of Health and Human Services. Prior to the OIG Mr. Chestnut was Chief of the Scientific Support Branch for the U.S. Food and Drug Administration Office of Acquisitions and Grants Services. He has also served as a Contracting Officer for the Federal Emergency Management Agency, Naval Medical Logistics Command and the National Cancer Institute. He holds a Master of Science specializing in Procurement and Acquisition from the University of Maryland University College. As an Adjunct Assistant Professor for UMUC Mr. Chestnut instructed on Federal Contracting for three years. He is a retired Army National Guard Armor Officer having served 20 years on both Active and Reserve duty.

[Learnmore](#)



At the completion of this seminar, participants will have a deeper understanding of:

- Pricing Policy
- Proposal Analysis Techniques
- Proposal Evaluation
- Profit/Fee
- Subcontracting Policies and Procedures
- Instructions for Submitting Cost/Price Proposals When Cost or Pricing Data Are Required particularly when the contractor fills both the seller's and buyers shoes in performing on a government contract
- Pricing Agile contracts
- Cost Analysis
- Weighted Guidelines
- Independent Government Cost Estimates (IGCE)
- Price Negotiation Memorandum (PNM)
- Trade Off Analysis
- Understanding the concepts of price analysis
- Determining if the pricing is fair and reasonable
- Suggesting modifications to price or cost to assure reasonableness



Location

Johns Hopkins University @ Shady Grove
9601 Medical Center Drive (Conf. Rm. 106)
Rockville, MD 20850

FREE Parking!

Please see below link in RED for parking instructions

Date: July 18, 2019

Time: 8:30am to 4:30pm

Check-in at 7:45am to 8:30am

<http://mcc.jhu.edu/about/directions>

Price: \$200

(Breakfast, Lunch, and Snack included)

Group registration rate (5+ from the same organization) \$175.00

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Please contact a registration POC for the discounted rate.

Registration Deadline: July 16, 2019

Registration POC's

Danielle Carr, 240.784.7418, dcarr.ncmabethesda@gmail.com

Suzanne Charleston, 571.276.5003, president@ncmawoodlawnchapter.org

RegisterNow

Every attendee will receive a copy of the training work book

Earn 7 Continuing Education Credits

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