

2016 VSRA Contracts Committee Seminar Series



Member Price: \$50 per seminar / \$175 for all four
Non-Member Price: \$100 per seminar / \$350 for all four
Contact: (757) 233-7034 | info@VirginiaShipRepair.org

ETHICS & STANDARDS OF CONDUCT

Speakers will discuss standards of conduct for government contractors, and the importance of developing a compliance plan for your business.

Tuesday, September 20 from 3:00 - 4:30 PM

Location: Kaufman & Canoles, 150 West Main Street, 21st Floor, Norfolk, VA

GROWING YOUR BUSINESS

Panelists will introduce and discuss strategies for growing a business that specializes in government contracting and address meaningful metrics for assessing growth that truly adds value.

Thursday, October 13 from 3:00 - 4:30 PM

Location: Williams Mullen, 222 Central Park Ave, 17th Floor, Virginia Beach, VA

THE NEW WORLD ORDER: FIXED PRICE CONTRACTING

What every MSMO prime and subcontractor should know about fixed price contracting: how MACMO differs from MSMO, what the Navy's plan is for MACMO, and general pitfalls and procedures of fixed price contracting.

Tuesday, October 25 from 3:00 - 4:30 PM

Location: Kaufman & Canoles, 150 West Main Street, 21st Floor, Norfolk, VA

DATA BREACH: YOUR BUSINESS HAS BEEN HACKED. NOW WHAT?

Panelists will engage attendees by simulating a data breach step-by-step, from the first call warning of a potential breach through any lawsuits and third-party issues that arise.

Tuesday, November 15 from 3:00 - 4:30 PM

Location: Kaufman & Canoles, 150 West Main Street, 21st Floor, Norfolk, VA

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