

2017 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 | BWasher@VirginiaShipRepair.org

ETHICS & STANDARDS OF CONDUCT

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

Tuesday, September 12 from 3:00 - 4:30 PM

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

MONEY, MONEY, MONEY!

Panelists will discuss the process of getting paid through government mechanisms and understanding the government client - who's who, how the money flows, and the roles of Fleet, TYCOM, NAVSEA and so on.

Thursday, October 12 from 3:00 - 4:30 PM

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

RESPONDING TO AN RFP: PRIME & SUB

Experts in the field, including MARMC Contracts, will help attendees understand how to review RFPs for evaluation factors, sub-factors and weight, as well as the importance of subcontractors' contribution to proposals.

Thursday, October 26 from 3:00 - 4:30 PM

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

COMMERCIAL EXPANSION & DIVERSIFICATION OF REVENUE STREAMS

Panelists will discuss diversification from NAVY work, including other Federal Government opportunities as well as Commercial work: the who, the how, and the differences in requirements.

Tuesday, November 7 from 3:00 - 4:30 PM

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

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