



KEY CONTRACT TERMS AND CONDITIONS

PRESENTED BY THE:
Cape Canaveral Chapter



Date: 3/28/2018
Registration: 7:30AM
NES: 8:00AM

PRESENTED BY THE:

CAPE CANAVERAL CHAPTER

ABOUT THE PROGRAM:



Every attendee will receive a copy of the **Key Contract Terms and Conditions** guidebook.

Earn 7 continuing education hours by attending this one full-day seminar!

The *Desktop Guide to Key Contract Terms and Conditions* focuses on the most negotiated contract terms and conditions in the U.S. federal government contracting environment. "Most negotiated" refers to the amount of upfront time and effort typically required to reach agreement. The guide also discusses the negotiation of terms and conditions from three practical, day-to-day perspectives: the U.S. federal government buyer, the prime contractor (as seller and buyer), and the subcontractor.

The guide is based primarily on the *Federal Acquisition Regulation (FAR)*, which provides the uniform policies and procedures for acquisition by all executive agencies. The *FAR* is thousands of pages and quite complex, so the Desktop Guide identifies and summarizes the essential terms and conditions to be mastered by government and industry contract management professionals. This format allows for a quick grasp of the most important policies and clauses.

SPEAKER:

Jim Kirlin, CFCM, CPCM
President of Kirlin Consulting, LLC;
NCMA Fellow

COURSE OUTLINE:

- General (Risk Management and Subcontracts)
- Pricing Clauses
- Delivery and Quality Assurance Clauses
- Post-Delivery Clauses
- Changes, Stop-Work, and Termination Clauses
- Liability Clauses
- Intellectual Property Clauses
- Disputes Clauses

SKILLS LEARNED:

- Implement risk management strategies in negotiating terms and conditions
- Determine impacts of the hybrid nature of subcontract terms and conditions
- Know audit rights associated with FAR Part 12, 13, 14, and 15 acquisitions.
- Apply basic delivery and transportation terms and conditions
- Apply the appropriate contract quality requirements and related terms and conditions
- Understand concept of acceptance and the associated terms and conditions
- Implement liquidated damages clauses
- Use warranty terms and conditions to reduce risk
- Evaluate the terms and conditions for bilateral and unilateral changes

Location: Harris Global Innovation Center
Address: 1025 W. NASA Boulevard, Melbourne, FL 32919
Date: Wednesday, March 28, 2018
Time: Registration 7:30AM-8AM; Event 8AM – 4:30PM

Please contact **Amanda Hinds** for more information.

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