

## Basic Understanding of Contract Terms and Conditions

Dealing with the Federal Government can seem like a formidable task at times. With a little patience, persistence and perseverance on your part your efforts will be rewarded in the long run. There are procedural steps essential for success.

The Fundamentals of this course will help provide a general understanding of the basic laws, terms and processes of Federal government procurement. You will learn the rules of the Federal government contracting process to assist you in making decisions for your company about contracting with the Federal government.

This seminar will cover everything you wanted to know about federal contracting but were afraid to ask.

### **Who Should Attend?**

This course is tailored for business managers and owners, sales and business development professionals, consultants, and contracts professionals

### **Why Should You Attend?**

You may be starting in the federal government marketplace or need a refresher update in understanding the general principles of government contract law.

### **Course Outline:**

You are a company seeking to do business with the Federal government. You want to have a basic understanding of the Federal government procurement process. The course will focus on:

1. What are the rules of the game? The course will review different laws and regulations that your company needs to understand in doing business with the Federal government
2. Who are the key players involved in a government procurement?
3. How your business size offers opportunities and the Small Business preference programs
4. The bidding process: Sealed Bidding, and Negotiated Procurements
5. The Types of Contracts: Fixed, Cost Type Contracts, indefinite delivery, requirements contracts, indefinite quantity contracts, time and materials contracts, and basic ordering agreements
6. What happens after the contract is awarded and how is the contract administered?
7. Relevant clauses that impact contractor's performance