

“Reduce the Friction by Training-UP”

Cost Proposal Training for Small Business Government Contractors



Training is delivered to groups, organizations, or one-on-one coaching. We come to your place or to a mutually agreed location of convenience. Businesses of the business issues are also covered in the facilitation.

Contractor's Orbit

- .Federal Acquisition Regulation (FAR) & Government Procurement Cycle
- .Applicable Regulations & Guidelines
- . Reflective Organizational Chart
- .Employee vs Independent Contractor Positioning
- .Compliant Accounting System
- .Indirect Rate Tiers & Budgets:
 - Fringe
 - Overhead
 - G&A
- .Business Development Pipeline
- .Building Past Performance
- .Procurement Vehicles
- .Ability to Recruit
- .Responding to Sources Sought
- .RFP Submissions
 - Technical Response
 - Business Response
- .Federal Compliance Audits:
 - Accounting System & Pricing Audits
 - Cost Incurred Audits
 - Department of Labor H&W Audits
 - Workers Compensation Audits
 - Unemployment Compensation Audits
 - Affirmative Action Plan Desk Audits
- .Contract Closeouts
- .Records Retention Rules
- .Human Resource Functionality
- .Accounting & Payroll Functionality
- .Customer Service Training
- .Proper Business Insurance Coverage
- .Contract Management
- .Bid or Not to Bid Decision List (More)

Maximize your Business Certifications

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Training Topics:

1. Building Effective Government Cost Proposals II

Facilitation brings you “up-to-speed” in preparing compliant and responsible cost/price proposals, and spot light a host of other key aspects of contract business operations. Receive prerequisite proposal knowledge, applicable guidelines, certificate of training, and a Thumb Drive containing the presentation material. **An array of Interactive Excel Pricing Sheets is yours to keep plus** proposal narratives to assist in preparing your own pricing proposals.

2. Establishing Indirect Rates

Instruction on instituting your company's indirect rate structure (Fringe, Overhead, G & A expense budgets, and fee determination) in compliance with FAR Part 31 Cost Principles; basis of estimate and support for budgeted cost items; adequate accounting systems; Financial Strategy for contract types, and maximizing profitability for contract types, facilitated by our CPA Tutor Associate. 6 CPE credit hours in accounting

3. QuickBooks for Government Contractors

Learn how to modify and operate QuickBooks to meet government contracting requirements and pass your DCAA accounting review. Facilitation is led by our CPA Tutor Associate, an accounting expert with over 25 years' experience in government contracting and DCAA audit compliance. 6 CPE credit hours in accounting

Please visit our TRAINUP website to review our Tutor Bios and course descriptions:

<https://www.tutoringrgfcc.com>. Subscribe to our website for class schedules and business items of interest from our Government Contract Forum Podcast program.

RGFCC training experience covers: Twenty years' experience conducting federal procurement workshops; Trained over 6,000 small business owners and small business advocate organizations i.e. (SBA Partners, PTAP, SBDC's. etc.); Facilitated SBA 7(j) training across the seven SBA Regions; federal contract outreach procurement training for minority institutions (Historically Black Colleges & Universities, Tribal Colleges & Universities, and Hispanic Serving institutions) and Published numerous interactive cost proposal manuals, spreadsheets, and instructions; and publication of numerous interactive cost proposal manuals, spreadsheets, and instructions.

CVE Certified SDVOSB, SDB, MBE, SEAPORTE Prime, Successful 8(a) Graduate, and SBA District Office, 2008 Veteran Small Business Champion of the Year Award.