



Government Cost and Price Proposal Training Seminar

Presented By:

Defense Contract Audit Agency (DCAA)

Hosted By:

University of Delaware (UD) Procurement Technical Assistance Center (PTAC)

UD PTAC will host a 6-hour DCAA training seminar specifically targeted at improving cost and price proposal development for businesses competing for Federal and State government contracts (B2G).

The training seminar will be held on October 23, 2019, at the Delaware Biotechnical Institute (DBI), 15 Innovation Way, Newark, DE, from 8:30 AM to 2:30 PM.

A Mini Continental Breakfast and a Deli Express Lunch will be provided by UD Catering (Aramark) Services.

Who Should Attend?

- ✓ Prime/Tier 1 contractor cost & price proposal developers
- ✓ Subcontractor/Tier 2 cost & price proposal developers
- ✓ Cost/Price analysts
- ✓ Purchasing/Procurement/Buyers
- ✓ Contract negotiators

Training Presentation Topics

- Federal Acquisition Regulations (FAR) and cost & pricing principles
- Pre-award survey accounting system audit
- Allocability, Allowability and Reasonableness of costs
- Contract terms and conditions governing cost & pricing
- Direct and indirect costs
- Elements of an adequate cost & price proposal
- Subcontract/Vendor cost & pricing proposal analysis
- Post-award billings: invoices and vouchers
- Much, much more....

Registration for Training

Register via the PTAC Website @: <https://deptac.ecenterdirect.com/events/5187>

Registration fee is \$75.00 per individual attendee (non-refundable).

Registration deadline is **NLT 18 October 2019**.

NOTE: Seating is limited, so register sooner rather than later!

About the Training Presenters

Mr. Joseph Greger

Small Business Program Manager

Mr. Joseph Greger is DCAA's Small Business Program Manager, and is located at DCAA Headquarters, Fort Belvoir, Virginia. In this capacity, Joe serves as the program manager and audit expert for the small business program with responsibility to provide assistance, consultation and internal control with regard to audit requirements and their application to small business.

Joe graduated from California University of Pennsylvania with a Master of Science in Business Administration and a Bachelors in Accounting. He began his DCAA career as an Auditor at the Herndon Branch Office in Northern Virginia. He was promoted to Supervisory Auditor then Branch Manager at the Springfield Branch Office. Mr. Greger has also served in Headquarters as an Office of Workload Division (OWD) Program Manager in the Operations Directorate.

Mr. David E. Smith

Supervisory Auditor Pennsylvania Branch Office

Mr. David Smith is a Supervisory Auditor with the DCAA Pennsylvania Branch Office located in King of Prussia, Pennsylvania. The DCAA Pennsylvania Branch Office is the cognizant DCAA office covering Delaware State companies. Dave supervises a team of auditors that covers Delaware State and Bucks and Delaware counties in Pennsylvania.

Dave graduated from West Chester University of Pennsylvania with a Master's degree in Business Administration and Bachelor's degree in Accounting. Dave is a Certified Public Accountant, Certified Management Accountant, and Certified Internal Auditor. Dave began his DCAA career as an auditor at the Baltimore Branch Office. He was transferred to the Reston Branch Office and then promoted to a Business System Technical Specialist with the Herndon Branch Office. Dave then took a position as a Supervisory Auditor with the Pennsylvania Branch Office.