

Preparing Federal Price / Budget Proposals

Build compliant, effective, competitive cost proposals and keep yourself out of jail.

WHAT YOU WILL LEARN:

- o understanding Contracts vs. Grants
- o federal cost-estimating requirements
- o reliable cost-estimating techniques (required by some agencies, valuable at all)
- o how to handle & develop Price/Budget Proposal sections
- o how to develop those troublesome indirect cost estimates
- o relevant, related issues beyond strict cost proposal issues including:
 - the various role(s) of the budget documents in winning awards
 - accounting system requirements for federal work
 - contract negotiations - project / company audits - etc.

WHO SHOULD ATTEND

- o entrepreneurs who anticipate submitting bids for federal projects
- o accounting personnel who need to understand Federal Cost Accounting
- o anyone faced with analyzing/developing their firm's indirect rates
- o anyone who wants to develop an effective, reliable and accountable project cost estimating approach for their project/organization.

INSTRUCTOR: John Davis, President and COO of JADE Research Corporation is a proposal development professional (long time member of APMP - Association of Proposal Management Professionals) with more than 30 years experience in federal proposal and project management for hundreds of federally-funded projects. An engineer and R&D project manager, not an accountant, Davis delivers this workshop packed with practical, straight forward, actionable information without all the confusing accountant and/or government language. Davis has taught this critical information to more than one-hundred appreciative audiences across the USA since 1995.

LOCATION: Maryland SBTDC Lead Center
7100 Baltimore Avenue, Suite 402
College Park, MD 20740,
(301) 403-2740

TIME: Mid-April 2012 (date TBD), 8:30 AM - 12:30 PM

TUITION: This Price/Budget Proposal seminar is offered at \$195.00 per person.
(\$225.00 after 20 March. / \$250 at the door) - MD PTAP clients get \$50 discounts
NOTE: *most other trainers charge more than \$500 for the same information*

REGISTER: <https://host.securelook.com/sec4Dir/orderform.html>
or call 410-315-8101

SPONSORS: Offered as a partnership of the:
Maryland SBTDC (Small Business Technology Development Center) Network,
Maryland PTAP (Procurement Technical Assistance Program) and
JADE Research Corporation (home of the SBIR Resource Center®)

INFORMATION: JADE Research Corporation, (410) 315-8101, www.sbir.us/course.html

REGISTRATION: Secure site at <https://host.securelook.com/sec4Dir/orderform.html#events>

ALSO: 15 March as part of Virginia's 2012 Advanced SBIR Conference
(see <http://cit.org/node/283> for info on that event)