

WE ARE

G**C****A****T**

GOVERNMENT CONTRACTING ADVISORY TEAM

What is **GCAT** ?

GCAT

- The acronym for the Government Contracting Advisory Team

GCAT

- A network of independent service providers who specialize in providing services to Government Contractors

GCAT

- Organizes training seminars and workshops on topics that are of most interest to Government Contractors

GCAT

- Publishes a bi-monthly newsletter covering topics valuable to Government Contractors

GCAT

- Means swift access to a variety of consulting services needed by Government Contractors

Mission

- To help Government Contractors maximize their growth potential through strategic partnerships with **GCAT**'s team of independent service providers

Vision

- To become the complete solution provider for Government Contractors



What is the value to Government Contractors?

Through the independent services of the Government Contracting Advisory Team businesses can quickly find professional resources to help them succeed in all areas of Government contracting.



What kind of services are available through **GCAT** ?

- Government Cost Accounting Services, ICE models, audits
- Teaming Agreements, Federal Contract Law & Protests
- Intellectual Property & IP rights preservation in Government
- GSA Schedules & GSA contract administration
- Bid Proposals: planning & development
- Defense Base Act & other insurance needs
- DELTEK hosting & other I.T. solutions
- International Trade Strategies
- International Trade Compliance Solutions





Government Cost Accounting Services

- Assistance with developing Government Cost Accounting Systems
- Preparing ICE Models
- DCAA Representation
- Deltek Implementation
- Rate Calculations and Audits

Services available through:

Debbie Goode,

Partner, Carr, Riggs & Ingram, CPAs

Email: dgoode@cricpa.com Call: 321-426-3040



CRI CARR
RIGGS &
INGRAM

CPAs and Advisors



Accounting System Requirements

- Accrual basis
- Accounting policies and procedures in place
- Time keeping systems with controls
- Properly set-up chart of accounts

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CPAs and Advisors



Government Contract Law

Pre-Award Issues

- RFP Interpretation
- Size/Status Protests
- Joint Ventures
- Teaming Agreements

Edward J. Kinberg

Attorney

Fellow, National Contract Management
Association

Email: ejk@kblegal.com Call: (321) 259-1910

www.kblegal.com





Government Contract Law

Performance Issues

- Contract Interpretation
- Changes
- Equitable Adjustment
- Dispute Resolution

Edward J. Kinberg

Attorney

Fellow, National Contract Management
Association

Email: ejk@kblegal.com Call: (321) 259-1910

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Government Contract Law

Close-out & Other Issues

- Claims
- Investigations
- Suspension & Debarment

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Bid Proposal and Technical Support Services

- Proposal planning and development
- Program management
- System engineering
- GSA Schedule Proposals

Services available through:

B. David Krigelman, President

Email: bdkrigelman@krigelmanandassociates.com

Call: 321-242-7598



Krigelman &
Associates, Inc
www.krigelmanandassociates.com



TEN TIPS FOR PROPOSAL DEVELOPMENT

FEATURES

BENEFITS

1. START EARLY

AN EARLY START HELPS TO ENSURE THERE WILL BE NO LAST MINUTE PANIC PRIOR TO PROPOSAL SUBMITTAL.

2. FORM A TEAM

“BEST OF THE BEST” TEAMING APPROACH REDUCES PERFORMANCE RISK TO THE GOVERNMENT

3. USE THE CLOUD

USE OF A COLLABORATIVE WEB SITE ENHANCES COORDINATION OF THE PROPOSAL CONTENT

4. READ AND UNDERSTAND THE SOLICITATION

IF YOU HAVE QUESTIONS – ASK THE CONTRACTING OFFICER. THEY MAY BE A BASIS FOR PROTEST LATER

5. DEFINE A WIN STRATEGY, THEMES AND DISCRIMINATORS

AN UP-FRONT PLANNING MEETING REDUCES THE CHANCES FOR MISUNDERSTANDINGS LATER



TEN TIPS FOR PROPOSAL DEVELOPMENT

FEATURES

BENEFITS

6. STRUCTURED TOP-DOWN/BOTTOMS-UP
PROCESS – STORYBOARDS

USE OF THE CLASSICAL SYSTEM ENGINEERING
APPROACH HELPS TO ENSURE THE REQUIREMENTS
WILL BE MET

7. PERFORM MANAGEMENT REVIEWS

INDEPENDENT THIRD-PARTY REVIEWERS
PROVIDE TIMELY FEEDBACK TO THE PROPOSAL
AUTHORS

8. DESIGN TO COST/PRICE TO WIN

“NOT TOO HIGH – NOT TOO LOW.”
SOMEWHERE IN THE MIDDLE IS USUALLY BEST

9. BEST VALUE TO THE GOVERNMENT

“BEST BANG FOR THE BUCK” IN LIEU OF THE
“LOWEST BIDDER” APPROACH USUALLY IS BENEFICIAL

10. LIFE CYCLE/TOTAL OWNERSHIP COST
APPROACH

CONSIDER THE GOVERNMENT’S COSTS AS
WELL AS YOUR OWN FOR THE TOTAL PROGRAM LIFE
CYCLE.



Financing Your Government Contract

Sources of Financing Who Qualifies?

- Traditional Bank/SBA
 - Asset Based Financing
 - Gov't Contract Financing
 - Factoring
 - A/R Financing
- Comm./Government Receivables
 - Provide Service/Product to Gov't
 - Manuf., Procurement, IT, Staffing
 - Start Ups (less than 2 yrs)
 - Increasing Capital Needs



Dustin Hodgkins

Business Development Officer

Commercial Business Finance

www.commercialbusinessfinance.com



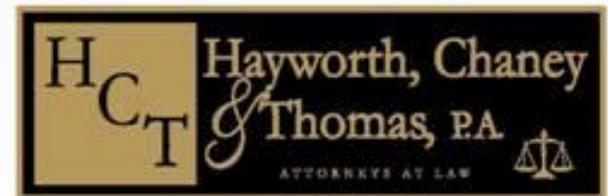
Intellectual Property Strategies

- Patents
- Trademarks
- Copyrights
- Intellectual Property Strategies
- Preservation of IP rights in Government

Services available through:

Steve Thomas, Registered U.S. Patent Attorney

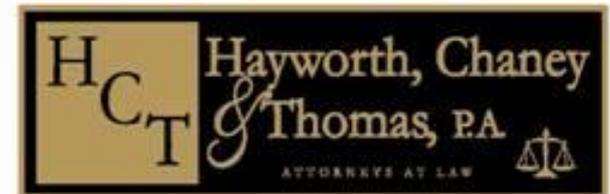
Email: stthomas@hctlaw.com Call: 321-253-3300





IP Issues for Government Contractors

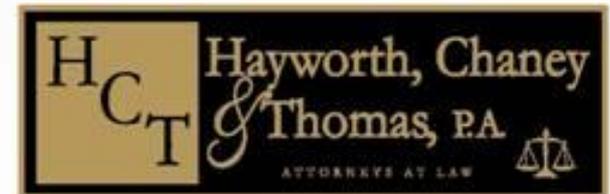
- Pay attention to the FAR clauses that are invoked in each contract.
 - E.g. FAR 52.227-14
 - Privately developed v. Govt. developed
- Mark all Proprietary Information. Mark any product that is covered by any patent.
 - No damages accrue until actual notice if there is no marking. 35 USC §287
 - “Virtual Marking” is now allowed (but beware the pitfalls).





IP Issues for Government Contractors

- Audit IP regularly
 - Investigate all things created, developed or used
 - Identify IP coverage (patents, trademark, trade secret, copyright)
 - Identify IP ownership. Verify all assignments are in place.
- Negotiate IP rights in your favor, especially regarding IP that drives value.
- Why take these steps?
 - Your IP assets may be your greatest asset.
 - More than 75% of the asset value of Fortune 500 companies is in intellectual property.





I.T. Infrastructure Services

- DELTEK Hosting
Off-site housing and/or managed infrastructure services.
- Secure Access
Encrypted access to the contractors' software applications
- Voice and Data
Design, build, maintain and support your networks

Services available through:

D. Travis Proctor, CEO

proctor@ArtemisIT.com

321.757.8909 | 800.747.7569

