

Preparing Federal Cost / Budget Proposals

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

WHAT YOU WILL LEARN:

- o principals of Federal Government cost accounting
- o understanding Contracts vs. Grants
- o federal cost-estimating requirements (serious issues when applying for work)
- 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 principals of 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.

BONUS: Local experts will provide talks on protecting intellectual property, business formation and advanced topics in contract cost accounting, as each is *relevant to the federal contract environment*

LOCATION: Hagglund Room, 3rd Floor, Campus Center Bldg.
Worcester Polytechnic Institute, School of Business
100 Institute Road, Worcester, MA 01609-2280

TIME: 9:00 am to 5:00 pm on 12 August 2010

TUITION: This Price/Budget Proposal seminar is usually offered at \$195.00 per person.*
(\$225.00 after 1 Aug, 2010. \$250 at the door).

* NOTE: *most others charge more than \$500 for the same/similar information*

TO REGISTER: Surf to <https://host.securelook.com/sec4Dir/orderform.html>
OR call the Center at 410-315-8101.

SPONSOR/HOST: WPI Collaborative for Entrepreneurship & Innovation, Burns & Levinson, LLP
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MORE INFO: Surf to <http://sbir.us/course.html> OR call (410) 315-8101