

# Crafting Federal Cost / Budget Proposals<sup>SM</sup>

*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
  - award 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.

**LOCATION:** Various (see info at <http://sbir.us/course.html> )

**TIME:** Various (see info at <http://sbir.us/course.html> ) - but typically a 3.5-hour event

**TUITION:** This Price/Budget Proposal seminar is usually offered at \$195.00 per person.\* (\$225.00 after early-bird date / \$250 at the door – *discounts* are often available).

\* NOTE: *most others charge at least \$500 for the same/similar information*

**TO REGISTER:** Surf to <https://host.securelook.com/sec4Dir/orderform.html>  
OR call 1-410-315-8101.

**SPONSORS:** Events offered in partnership with non-profit sponsors / hosts.

**INFORMATION:** JADE Research Corporation, (410) 315-8101, [JADE@jaderesearch.com](mailto:JADE@jaderesearch.com)