

## Advanced Issues in Multiple Award Schedule Contracting

### Hilton Head Government Contracts Week

The Westin Hilton Head Island, SC

07.22.2015

#### Who should attend:

Contracting professionals with experience in Multiple Award Schedule Contracting who want to continue their learning and develop skills to handle varying degrees of complex and difficult contracting requirements. The course will benefit newcomers and veterans; as well as contract holders, participating dealers, and manufacturers alike.

#### Prerequisite:

Basics of Multiple Award Schedule course or professionals with multiple years of experience in the area of schedule contracting.

#### What you will learn:

The GSA Multi Award Schedule may be the most used, yet least understood, Government procurement vehicle available. While many billions of dollars are spent on Schedule purchases annually, little guidance exists that explains and simplifies the world of Schedule contracting.

This advanced course is designed to cover the primary high risk areas of Schedule Contracting, with a special focus on compliance, audits, and risk avoidance. Detailed discussions of the Price Reductions Clause, the Industrial Funding Fee, and the Trade Agreements Act will serve as the vehicles to examine all three subject areas.

The course will provide practical advice on how to recognize the benefits of contracting with the Federal Government while minimizing the risks by:

- Making a reasonable and rational bid/no-bid decision at the outset
- Negotiating a realistic and flexible contract as the primary means of ensuring future compliance and minimizing future risk
- Implementing a functioning internal compliance program
- Dealing with compliance issues as they arise during contract performance, especially in the context of the Price Reductions Clause as it relates to pricing and discounting to commercial customers.

## Dates and Locations

July 22-23, 2015

The Westin Hilton Head Island

Hilton Head Island, SC, United States

Attorney Speaker: Jonathan Aronie

To register or learn more, please [click here](#).

## Practice Areas

Government Contracts, Investigations & International Trade

Multiple Award Schedule Contracting