

National Education Seminar

Pricing and Negotiating Commercial Item Contracts

Presented by the St. Louis Gateway and Scott AFB Chapters

TUESDAY MAY 3, 2022, 8:00 AM - 4:30 PM

ATTENDEE LOG IN AND TROUBLESHOOTING.....8:00-8:15 AM

SPEAKER INTRODUCTIONS 8:15-8:30 AM

SEMINAR BEGINS AT 8:30 AM

This NES seminar provides hands-on experience in how commercial item contracts are priced and negotiated. Participants will work in buyer and seller teams (either government-to-industry or business-to-business perspectives) to perform the following tasks:

Learning Objectives:

- Analyze a request for proposal (RFP) for a portfolio of commercial items/services
- Apply the requirements of FAR Part 12, as applicable
- Identify specific performance and cost risks
- Consider value-based pricing
- Use price analysis techniques to develop a proposal
- Negotiate specific terms and conditions

**VIRTUAL CLASSROOM
VALUABLE AND EFFECTIVE TRAINING MATERIALS INCLUDED**

CONFIRMATION OF REGISTRATION W/ VIRTUAL "ZOOM" MEETING INFO PROVIDED TO ATTENDEES AFTER RECEIPT VIA SENDER ADDRESS: M272629@GMAIL.COM

**Prepare to have and keep your camera on for this event
- it is interactive leadership training!**

Speaker / Facilitator:

Mr. John Robinson, CPCM, CCCM, CFCM, PMP



NCMA St. Louis
Gateway &
Scott Chapter

www.ncma-stl.org
ncmastl@gmail.com

**EARN 7
CPE/CLPs!**



NCMA NES 2022 SPEAKER BIO:

**JOHN ROBINSON,
CPCM, CCCM, CFCM, PMP
Manager, Procurement & Supply Chain**



John Robinson is the Manager, Procurement & Supply Chain for Central Plateau Cleanup Company (CPCCo) at the Hanford Site in southeastern Washington State.

In his current role, John is responsible for integrating the supply chain to meet user needs and provide value to the project and government client. John has more than 25 years of procurement experience and has fulfilled various roles within U.S Department of Energy prime contractors; and a major software firm as both an individual contributor and manager.

John has a Master of Business Administration degree from Nova Southeastern University and a Bachelor of Science degree in Business Administration from California State Polytechnic University, Pomona.

John holds current certifications with the Project Management Institute as a Project Management Professional and the National Contract Management Association as a Certified Professional Contract Manager, a Certified Commercial Contract Manager, and a Certified Federal Contract Manager.

CPCCo Project Scope at Washington State's Hanford Site:

- 100K Area remediation
- Groundwater/vadose zone remediation
- 324 Building disposition
- Environmental Restoration Disposal Facility operations
- Facility, waste site and canyon remediation
- Waste retrieval, treatment and disposal of legacy waste
- Program and Project Management



Pricing and Negotiating

Commercial Item Contracts

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[if not received a week prior to event, please contact Suzanne Sontag @ 314-346-0859 (text/call)]
- **MATERIALS PROVIDED PRIOR TO EVENT**

Register Now by Email:

ncmastl@gmail.com (industry participants & Gateway Chapter members/Guests)

easten.r.holle.civ@mail.mil (Government and all Scott Chapter members)

PLEASE TITLE EMAIL SUBJECT AS: "NCMA NES Registration "



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Participant Information: (if registering for a group, all participants may be submitted under one registration, names list attached)

Name: _____ NCMA Member #: _____
 Title: _____
 Organization: _____
 Address: (W/H) _____ Suite/Apt.#: _____
 City: _____ State, Zip: _____
 Phone Work: () - X. Fax: () - _____
 E-mail: _____ ← Required for confirmation

Materials will be provided via electronic copy to the registrant's e-mail address, unless otherwise indicated below.

Check here to substitute a hard copy of the materials: ships to mailing address (10 DAY LEAD TIME REQ'D - NO ELECTRONIC COPY)

Registration Fees: (includes seminar materials)

Advance - on or before 4/25/22

- Member Price: \$239.00
- Non-Member Price: \$299.00
- New Member Price: \$424* (\$160 membership + \$25 initiation fee payable to NCMA/Seminar registration-separate payments only)

After 4/25/22 (except for "Organizational Group" Registrations)

- Member Price: \$279.00
- Non-Member Price: \$349.00
- New Member Price: \$464* (\$160 membership + \$25 initiation fee payable to NCMA/Seminar registration-separate payments only)

Organizational Group Rate (if 5 or more registrations): \$199.00 Org Name: _____
 (Group attendees may be submitted on under one Registration form)

Student Rate: \$50.00 (Enrolled in SLU Contract Management Program)

Payment Method:

Check Enclosed: Check No.: _____
 Credit Card: Discover VISA MasterCard
 Total Charge Amount: \$ _____ CVV (3 digits): _____
 Card Number: _____ Exp. Date: _____
 Name on Card: _____ Signature: _____

Payment and Cancellation Information

Make checks payable to
Rose Fletcher and sent to:

NCMA Gateway Chapter,
Attn: Rose Fletcher
10847 Chase Park Lane Apt D
Creve Coeur, MO 6314#

For General Questions regarding
this event, contact;

NCMA Gateway Chapter
Suzanne Sontag, VP and NES Co-
Chair Person
suzanne.e.sontag@boeing.com
Call / Text (314) 346-0859

NCMA does not accept purchase orders or requests for invoicing. NCMA accepts MasterCard, Visa, Discover, and personal or company checks.

Each individual must complete a separate registration form along with payment, with the EXCEPTION of Group registrations.

Cancellations, Substitutions, and Requests for Refunds:

All cancellations, substitutions, and requests for refunds must be submitted in writing. Registrants who are unable to attend the training must e-mail their substitution, cancellation or refund request to the attention of:

SAINT LOUIS GATEWAY CHAPTER ncmastl@gmail.com
SCOTT CHAPTER, easten.r.holle.civ@mail.mil

on or before April 29, 2022.

A \$75 administrative fee will be applied to all cancellations.

No refunds will be issued for cancellations received after April 29, 2022.

Refunds will not be issued for no-shows.



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