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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 ATTENDEES AFTER RECEIPT VIA SENDER ADDRESS: M272629@GMAIL.COM
 [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:

Check Enclosed: ☐

Name on Card: _____

Credit Card: Discover

Total Charge Amount: \$

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

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



www.ncma-stl.org

ncmastl@amail.com



Check No.:

Signature:

Participant Inform						ay be subr	mitted ur	nder o	ne regis	tration, ı	names list atta	ched
Name:							NCMA I	Memb	er #: _			
Organization:												
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Materials will be pr				_							CTRONIC COPY	Y)
Registration Fee												
Advance - on or before 4/25/22					After 4/25/22 (except for "Organizational Group " Registrations)							
☐ Member Price: \$239.00					☐ Member Price: \$279.00							
□ Non-Member Price: \$299.00					□ Non-Member Price: \$349.00							
☐ New Member fee payable to NC	-			•							nip + \$25 initiation payments only)	on fee
☐ Organizationa (Group attende		•		•	•	•	Name:_					
☐ Student Rate:	\$50.00 (E	nrolle	d in SLU C	Contract N	lanagement l	Program)						
Payment Metho	od:											

☐ MasterCard

Card Number: _____ Exp. Date: _____

☐ VISA

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;

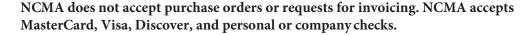
NCMA Gateway Chapter

Suzanne Sontag, VP and NES Co-

Chair Person

suzanne.e.sontag@boeing.com

Call / Text (314) 346-0859



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 <u>ncmastl@gmail.com</u> SCOTT CHAPTER, <u>easten.r.holle.civ@mail.mil</u>

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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