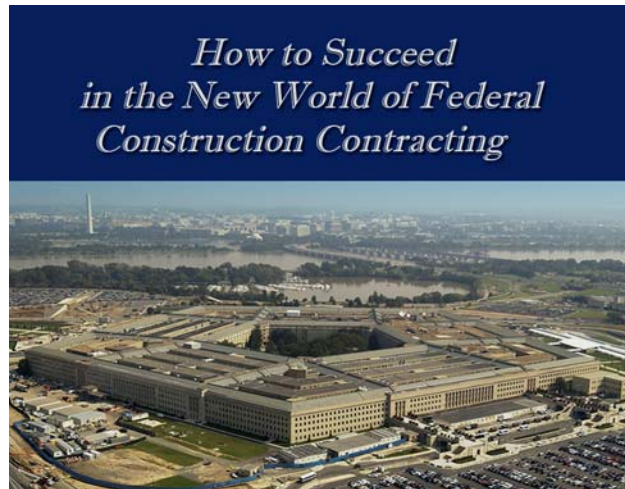


PAYNE HACKENBRACHT & SULLIVAN



Richmond
May 17, 2007

Honolulu
May 31, 2007

Los Angeles
June 12, 2007

8:30 A.M. - 1 P.M.

Agenda:

Identifying Contracting Opportunities

Agency Websites

FedBizOpps.Gov

Useful On-line Information

Understanding 21st Century Contracting Methods

Requests for Proposals versus Sealed Bidding

Indefinite Delivery Indefinite Quantity Contracts (IDIQ)

Multiple Award Task Order Contracts (MATOC)

Design-Build Contracting

Special Socioeconomic Programs (HUBZone, 8(a), SDVOSB)

How to Successfully Compete for Negotiated Contracts

Understanding Agency Determination of "Best Value"

Preparing Effective and Winning Proposals

Surviving the Source Selection Process

Demonstrating Relevant Experience, Past Performance, and Technical Merit

Dealing with the Federal Government Effectively

Understanding the Contract and the FAR

Negotiating Contract Modifications

Receiving Prompt Payment

Writing Effective Letters

Maintaining Proper Documentation

Electronically Stored Information - New Rules

Resolving Disputes without Litigation