

REGISTRATION FORM

Attendance Fee: \$195

Additional Attendees from same company: \$95

Please register _____ persons for:

- Philadelphia, February 1
- Dallas, February 8
- Charlotte, February 13
- Orlando, February 15
- New Orleans, February 27

TOTAL: \$ _____

Name

Address

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- Check (Payable to Payne Hackenbracht & Sullivan)
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Signature

Mail, Fax, or E-mail to:

PAYNE HACKENBRACHT & SULLIVAN

220 Commerce Drive, Suite 100
Fort Washington, PA 19034

Phone: 215-542-2777

Fax: 215-542-2779

E-mail: rem@phslegal.com

FOCUS OF SEMINAR

Contracting Opportunities

Understanding the Latest Contracting Methods

Successfully Competing for Negotiated Procurements

Effective Proposal Preparation

How to Deal Effectively with Federal Agencies

Obtaining Prompt Payment

IDIQ, MATOC, BRAC, Best Value

If these are terms you do not understand, you may not be ready for the changing world of federal construction contracting. It is not enough to simply be the low bidder anymore, the shift away from sealed bidding to contracting by negotiation, coupled with task order and multiple award task order contracting is resulting in fewer contracting opportunities and tougher competition. This seminar will help you understand the important changes and will help you to succeed in this new world of federal construction contracting.

PAYNE HACKENBRACHT & SULLIVAN

How to Succeed in the New World of Federal Construction Contracting



February 1 - Philadelphia
Hilton Philadelphia Airport

February 8 - Dallas
Hyatt Regency Dallas

February 13 - Charlotte
Sheraton Charlotte Airport Hilton

February 15 - Orlando
Hyatt Regency Grand Cypress

February 27 - New Orleans
Hilton New Orleans Airport

8:30 a.m.—1:00 p.m.

PAYNE HACKENBRACHT & SULLIVAN

**220 Commerce Drive
Suite 100
Fort Washington, PA 19034
(215) 542-2777
mhp@phslegal.com**

How to Succeed in the New World of Federal Construction Contracting

The world of construction contracting with the federal government is changing rapidly. Gone are the days when the low bidder got the job; now, in many federal procurements, it is the "best value" offeror that gets the job. In addition, projects that were once bid individually, on a project-by-project basis, are now being awarded under Indefinite Delivery Indefinite Quantity (IDIQ) or Multiple Award Task Order Contracts (MATOC) and the number of contracting opportunities is shrinking.

Nevertheless, for those who understand the system and know how to put an effective proposal together, there continue to be many opportunities for construction contractors and subcontractors to participate in the federal government's vast construction program, including the upcoming military work for the Army Modular Force Initiative (AMFI), the Integrated Global Presence and Basing Strategy (IGPBS) and the Base Relocation and Closure Program (BRAC).

If you are interested in learning more about construction contracting with the Army Corps of Engineers, the Naval Facilities Engineering Command, the U.S. Air Force, the U.S. Department of Veterans Affairs, the Federal Aviation Administration, and other federal agencies, we invite you to attend one of our seminars. The speakers will include former Corps of Engineers attorneys and engineers, the former Deputy District Engineer of the New Orleans District, and the former Chief of Construction of the Philadelphia District. We are certain that you will find their insights to be very helpful and informative. Attendees will receive course materials including a CD-ROM containing a searchable electronic version of the FAR, important agency regulations and guidance documents, and links to dozens of the best websites for federal construction contractors.

AGENDA

Identifying Contracting Opportunities

Agency Websites

Fedbizopps.gov

Useful On-line Information

Understanding 21st Century

Contracting Methods

Requests for Proposals/Sealed Bidding

Indefinite Delivery Indefinite Quantity

Multiple Award Task Order Contracts

Design-Build Contracting

Small Business Preferences

HUBZone, 8(a), SDVOSB)

How to Successfully Compete

for Negotiated Contracts

Understanding Selection of "Best Value"

Preparing Effective and Winning Proposals

Surviving the Source Selection Process

Demonstrating Relevant Experience

Demonstrating Relevant Past Performance

Demonstrating 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

Resolving Disputes without Litigation

Speakers include:

MICHAEL H. PAYNE, ESQUIRE

Mr. Payne served as the Chief Trial Attorney for the U.S. Army Corps of Engineers, North Atlantic Division, and has over thirty years of experience in the field of government contracting. He has extensive experience representing contractors on projects involving military and civil works construction. Mr. Payne has served as lead counsel on hundreds of major construction cases, representing both the Corps of Engineers and government contractors, and he has served as an arbitrator and mediator in cases involving various forms of alternate dispute resolution. He also has considerable experience in assisting contractors to properly respond to federal solicitations and to protect their rights throughout the procurement process. He is nationally recognized for his expertise in the field and he has presented seminars to hundreds of contractors, owners, and professional organizations. Mr. Payne co-authored *Bidding and Managing Government Contracts*, and he authored *FEDCON*, an electronic guidebook of federal construction contracting. Recently, together with his partner, he established the *Federal Construction Contracting Blog*, the only weblog devoted exclusively to federal construction matters.

LEO A. ("SKIP") HUBERT, JR.

Skip was a colonel in the U.S. Army Corps of Engineers, and while the Deputy District Engineer for the New Orleans District was responsible for directing and managing all the office and field activities of the District encompassing the design, construction, and operation of major flood control, hurricane protection, and navigation structures in a three state area. Skip served as the Contracting Officer on over fifty major construction projects. Following his military service, Skip was President and General Manager for one of the largest heavy construction and marine contractors in the United States. Currently, Skip provides senior management advisory services to major American and foreign corporations.

T. BRIAN HEVERIN

For over thirty-five years, Brian worked for the Philadelphia District of the U.S. Army Corps of Engineers. From 1985 to 1998, he was the Chief of the Construction Division and was responsible for all contract administration and construction management for the civil works, military construction, superfund, and environmental projects in the district. Since leaving government service, Brian has been involved in the private sector as a project manager and as a consultant.