



**FSi**



**KONGSBERG**

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**We are inviting you to our annual FAR/DFARS Training  
On-line only event June 9-10, 2021**

**Agenda June 9th**

**US Government Contracting Webinar**

12:30 – 12:45 **Welcome**

*Mari Ulstein, FSi*

*Ove C. Norseth, Director, US Govt. Compliance & Pricing, Kongsberg Defence & Aerospace*

*Lonnie Myklebust, Director of Trade Compliance, Nammo AS*

12:45-13:30 **The Case of the Peculiar Customer: U.S. Government Contracting Essentials**

*Steve Knight, Partner, Smith Pachter McWhorter, PLC*

- Why is the US Government different than any other customer?
- Accountability and Taxpayer Money
- Heavily-Regulated, Rules-Based System: Significant FAR and DFARS Requirements
- Premium Placed on Compliance
- The Rules Apply to Subcontractors
- Roles of DCAA and DCMA

13:30 - 13:35 **Break/Leg stretch**

13:35 – 14:20 **The Price is Right: What is a Fair and Reasonable Price?**

*Steve Knight, Partner, Smith Pachter McWhorter, PLC*

- A "Fair and Reasonable Price"
- Price Analysis vs Cost Analysis
- Fixed Price vs Cost-Type Contracts
- Certified Cost or Pricing Data
- Data Other Than Certified Cost or Pricing Data
- What About Profit?

14:20 – 14:50 **DCAA's Role and Priorities in Europe**

*Scott Tew, Supervisory Auditor, Defense Contract Audit Agency, European Branch Office*

- DCAA Organization, Globally and in Europe
- Roles, Tasks and Duties of the European Branch Office
- DCAA Priorities in Europe 2021-22

14:50-14:55 **Break/Leg stretch**

14:55-15:40 **Understand the Flow-down Requirements to Better Protect Your Company and Supply Chain**

*Joseph Kurr, Director, Supply Chain - EU Region, Vectrus*

- Flow-downs: What are They? What are the Risks of \*Not\* Flowing Them Down
- Mandatory vs Discretionary Flow-downs
- Why Do Contract Types and/or Dollar Thresholds Matter Re: Flow-downs
- Best Practices and Strategies
- Commercial Item vs Non-Commercial Item Subcontracts and Flow-downs
- Typical Flow-downs Seen in the “Wild”

15:40 – 16:25 **Allowable Cost and Practical Accounting Tips for European Companies**

*Mark LoManto, Principal, ML Weekes & Company PC*

*Dave Kaplan, Principal, ML Weekes & Company PC*

- When Federal Acquisition Regulations (FAR) Part 31 Cost Principles Apply
- Am I Required to Purchase a New Accounting System to be Compliant?
  - o Best Practices for Using Current Systems to Account for Contracts
  - o Modifying the Chart of Accounts to Determine Direct and Indirect Costs
- Cost Accounting Standards (CAS) 401 & 402
  - o Maintaining Consistency in How Costs are Treated in Proposals and Accounting Records
  - o Treating Costs Consistently in Like Circumstances
  - o Examples of Common Pitfalls
- Acceptable Techniques for Identifying and Excluding Unallowable Costs – “Screening” vs “Scrubbing”, Sampling and Additional Methods
- Key Areas of Unallowable Cost Impacting Foreign Based Contractors and How to Maintain Compliance

16:25-16:30 **Wrap Up**

*Ove Norseth, Lonnie Myklebust*

## **Agenda June 10th**

### **US Government Contracting Webinar**

12:30-12:40 **Opening Remarks**

*Ove Norseth, Lonnie Myklebust*

12:40-13:30 **Estimating for Proposals and dealing with uncertainty**

*Mark LoManto, Principal, ML Weekes & Company PC*

*Dave Kaplan, Principal, ML Weekes & Company PC*

- Competition and Sole Source Proposals – How the Solicitation Requirements Impact the Estimating Practice

- How to Mitigate Risk Under Multiyear and Indefinite Delivery/ Indefinite Quantity (IDIQ) Contracts
- Addressing Future Uncertainties
  - o Currency Risk
  - o Inflation
  - o Supply Chain – Long-term Agreements
- Developing and Supporting Indirect (Overhead) Rates for Future Periods
- Best Practices and Estimating Techniques for Existing Products/Services vs New Products/Services

**13:30 – 14:20 Business System Audits and the DFARS – What Your Company Needs to Know**

*Jay Peterson, Director of Government Finance & Compliance, Lockheed Martin Corporation*

*Susan Tritinger, Senior Manager, Government Finance, Lockheed Martin Corporation*

- What are the Business Systems?
- What/Who Determines if My Company Will be Audited?
- Preparing for the Audit – Self Assessment
- Experiences From the Battlefield

**14:20-14:30 Break/Leg stretch**

**14:30-15:20 CMMC and Cybersecurity Issues**

*Mark Smith, Chief Government Compliance Officer, BAE Systems Inc.*

- Background of US Department of Defense Contractor Cybersecurity
- Defense Industrial Base Cybersecurity Assessment Center (DIBCAC) Reviews
- Levels of Cybersecurity Maturity Model Certification (CMMC)
- CMMC Accreditation Process for Contractors
- Implications for Prime Contractors, Subcontractors and DFARS Business Systems
- Projected Implementation Timeline and Cost Allowability

**15:20-16:10 Using the DFARS Checklist to Ensure My Proposal is Adequate**

*Steve Knight, Partner, Smith Pachter McWhorter, PLC*

- FAR 15.408 Requirements
- DFARS 252.215-7009 Requirements
- Estimating is Both Art and Science

**16:10-16:30 Q&A, Conference Wrap Up**

*Ove Norseth, Lonnie Myklebust and speakers*

*Sponsored by:*

