



We are inviting you to our annual FAR/DFARS Training in Oslo June 14-15, 2022

Agenda June 14th

DAY ONE – US Government Contracting Workshop

08:30 – 16:30 **Registration**

09:00 – 09:15 **Welcome and Introduction of Speakers**

Mari Ulstein, Direct Communication and Business Development, FSi

Anne Haugen-Flermoe, SVP Legal & Regulatory Affairs, Nammo AS

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

Lonnie Myklebust, Director of Compliance, Nammo Raufoss AS

09:15-10:15 **The Case of the Peculiar Customer: Why the U.S. Government is Different from Other Customers**

Steve Knight, Partner, Smith Pachter McWhorter, PLC

- Why is the US Government different than any other customer?
- What is the Role of the Contracting Officer?
- What are the basic contract types?
- What are the US Government's "Special Rights?"

10:15 - 10:30 **Networking break, refreshments**

10:30 – 11:30 **The Price is Right: What is a Fair and Reasonable Price?**

Steve Knight

- The Contracting Officer's Role in Negotiating a Fair and Reasonable Price
- FAR Part 31 and Other Cost Considerations

11:30 – 12:30 **Lunch**

12:30 – 13:15 **Navigating US Government Audits**

Kristin Torcasi, Vice President, Government Compliance, CACI

- Audit Tips from an ex-DCAA Auditor
- Preparing for the Audit – Understanding the Audit Programs
- Managing the Audit – Providing Supporting Data and Information
- Raising Issues – When is the Best Time to Raise Issues, and How?

13:15-14:00 **Understanding the Difference Between Cost Analysis and Price Analysis**

Matt Popham, Sr. VP, Government Compliance Director, Leidos

- Definitions of Cost Analysis and Price Analysis
- Understanding When Each Technique is Required
- Tips for Performing Price Analysis
- Who Should Perform Cost Analysis? The Company or the US Government?

14:00-14:30 **Networking break, refreshments**

14:30-15:15 **Knowing Your Proposal Type: Documentation Requirements for US Govt. Proposals**

Mark LoManto, Principal, ML Weekes & Company PC

Dave Kaplan, Principal, ML Weekes & Company PC

- What Type of Proposal Are You Submitting?
- How Do Documentation Requirements Vary Based on Proposal Type?
 - o Rough Order of Magnitude (ROM)
 - o Response to Request for Information (RFI) vs Request for Quote (RFQ)
 - o Non-Binding Budgetary Estimates (NBBE)
- Are There Exceptions or Special Requirements for Foreign Military Sales (FMS) Proposals?

15:15-16:00 **DCMA Audits and Interactions with Industry – A Case Study**

Dallas McCarter, DCMA Contract Safety International Division Chief

Chip Muser, HESS Director, Nammo AS

Sigmund Sofienlund, HESS Director, Nammo Raufoss AS

16:00-16:05 **US Embassy, Oslo, US Commercial Service**

Marianne Brodal Ruud, Senior Commercial Specialist

16:30-18:00 **Networking Reception Sponsored by ML Weekes & Company PC**

Sponsored by:



Agenda June 15th

DAY TWO – US Government Contracting Workshop

8:30-8:45 **Registration**

8:45-09:30 **Commerciality and Non-Traditional Defense Contractors**

Mark LoManto, Dave Kaplan

- What is OTA and DOTC?
- What are the Pros and Cons of Non-Traditional Contracting Vehicles?
- What are the Documentation Requirements?

09:30 – 10:15 **Managing the Prime – Subcontractor Relationship**

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

Caroline Whittle, Finance Governance & Insurance Manager, US Programmes, BAE Systems, Air Sector

- Drawing Lines While Keeping a Good Relationship
- The Corporate – Subsidiary Relationship

10:15-10:30 **Networking break, refreshments**

10:30-11:30 **What Do You Mean by My Pricing is Defective? The Truth About Truthful Cost or Pricing Data**

Steve Knight, Kristin Torcasi

- What is Defective Pricing?
- A New Name for TINA
- What is “Other than” Certified Cost or Pricing Data?
- What is the Purpose of a Post-Award Audit?
- What Are the Consequences of Defective Pricing?

11:30-12:30 **Lunch**

12:30-13:00 **Managing Your Contract: Know Your Rights**

Mark Smith, Matt Popham

- Know What is In Your Contract
- What is the Correct Change Order Process?
- How to Know When to Stand Your Ground

13:00-13:45 **What is the NDAA and Why Should European Contractors Care?**

Jay Peterson, Director of Government Finance & Compliance, Lockheed Martin Corporate

- What is the National Defense Authorization Act?
- What Does Your Company Need to Know About the NDAA?
- How Can you Learn What is in the NDAA?

13:45-14:30 **CMMC and US Cyber Security Update**

Mark Smith

14:30 -15:00 **Q&A with Speakers and Closing Comments**

Lonnie Myklebust, Ove Norseth