Dealing with Government Contracting Officials: What Can You Really Say and Do?

Interactions with federal Contracting Officers are part and parcel of government contracting, but many traps exist for the unwary. This presentation covers the “do’s” and “don’ts” of dealing with Contracting Officers, including proposal discussions/negotiations, change orders and directives, ethical rules and restrictions, and much more. Packed with real-life examples and practical tips, this seminar will leave government contractors better educated—and more confident—in their dealings with the government.

Date
Tuesday, April 29, 2014

Time
Registration: 8:30 a.m.,
Seminar: 9:00 a.m.-12:00 p.m.

Location
Wichita State University, Marcus Welcome Center
(Use the northeast entrance of the campus, E. 21st Street & Mike Oatman Dr., first parking lot & building on the left).

Fee
None (fees paid by Wichita State University)

To Register
Visit www.kansasptac.org and click on the hyperlink, “Dealing with Gov’t Contracting Officials…”

For more information please call 316.978.6788.

Presenter: Steven Koprince, Small Business & Government Contracts Attorney

Steven Koprince’s practice focuses on helping small businesses navigate the federal marketplace, and he is a regular speaker and author on the Federal Acquisition Regulation (FAR), the SBA affiliation rules, and other legal matters important to small government contractors. Mr. Koprince has spoken at industry and professional events across the country and has been quoted by the Washington Post, NBC News, and other news outlets. He is a graduate of Duke University and the Marshall-Wythe School of Law at the College of William & Mary.

Sponsored by
WSU Kansas Procurement Technical Assistance Center (PTAC)
WSU Kansas Small Business Development Center (KSBDC)
Fund in part through a Cooperative Agreement with the U.S. Small Business Administration.