Courses are brought directly to you and your team in a format that’s most convenient for you — in person, online or a combination of both.

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NEW! FPSCustom Training Academy (see inside).
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You choose the time and place. We’ll deliver to you in a classroom setting, blended setting (classroom plus online), or online (live or on-demand). Coming in 2020: Custom Recorded Content!

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FPS instructors are nationally recognized specialists in government contracting

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• You can choose from hundreds of past or present courses
• We’ll customize curriculum based on your team’s needs — within your budget
• We offer 4 Training Academies that cover the essentials of government contract accounting, government contract administration and compliance

Tailor your training...

Trust FPS to provide a curriculum that meets your needs...

More About FPSCustom
• No minimum number of trainees required
• Courses are built for your exact needs, within your budget
• We’ll bring your training wherever you want it using delivery platforms that best fit your needs

Save time and money...
Introducing the new FPSCustom Training Academy

FPSCustom Training Academy offers four in-house academies. Each Academy consists of four 1-day sessions taught at your location, all CLE and CPE accredited.

FPSCustom Training Academy offers four academies:

**Government Contracting Essentials**

- **Session 1**
  - Federal Agency Procurement Regulations
- **Session 2**
  - Contracting Techniques and Contract Types
- **Session 3**
  - Managing Contract Performance
- **Session 4**
  - Subcontracting

This 4-part classroom course series will provide students with an introduction to the basic elements of government contracting as set forth in the FAR and agency specific procurement regulations. Students will gain insight into federal contracting techniques and the contract types available to agencies in order to procure the goods and services that they require. Students will examine the requirements imposed on agencies and contractors for the proper management of federal contracts. The final module will address both commercial and federal procurement rules as they apply to subcontracts.

**Government Contract Accounting Essentials**

- **Session 1**
  - Government Contract Accounting Overview
- **Session 2**
  - Cost Allowability, Allocability, and Cost Accounting Standards
- **Session 3**
  - Business Systems
- **Session 4**
  - Audits

This 4-part classroom course series is designed to provide students with a thorough understanding of Government contract accounting and its specialized rules, regulations, standards, and hurdles. This foundational introduction into the requirements of federal government accounting will guide both contractors and agencies through the steps necessary to ensure that their contracts are supported by proper accounting systems. Accounting compliance checklists will be provided as part of the course materials.

**Government Contract Administration Essentials**

- **Session 1**
  - Proposal Writing
- **Session 2**
  - Negotiating Government Contracts
- **Session 3**
  - Contract Management Skills
- **Session 4**
  - Managing Contract Changes and Closeout

This is a start to finish training focused on the essential skills required to win federal contracts, negotiate acceptable terms, and manage contracts successfully to closeout. Included in the program, will be added class time on the topic of contract changes, which can make or break the profitability of a contract. An emphasis on contract closeout procedures will help contractors fulfill this critical stage. The series will include checklists and other practical tools essential to closeout, management, negotiations, and proposal.

**Government Contract Compliance Essentials**

- **Session 1**
  - Contract Compliance
- **Session 2**
  - Accounting Compliance
- **Session 3**
  - Procurement Ethics and Contract Performance
- **Session 4**
  - Building an Effective Compliance Program

This 4-part classroom course series is designed to help contractors navigate the ever-changing world of government contract compliance. Students will examine contract and accounting compliance as well as procurement integrity in government contracting. Coverage of compliance regulations, statues, and oversight initiatives will assist contractors in developing and managing effective, efficient, ongoing compliance programs.
For more information and to request a quote for FPSCustom in-house training and/or Training Academy powered by FPSCustom:

- Call 888.865.9082
- Email Mike Joseph at mike@fedpubseminars.com or Mary Campbell at mary@fedpubseminars.com
- Visit fedpubseminars.com/fpscustom