



CONNECTICUT
BUILDING CONGRESS, INC.

The New World of Federal Construction Contracting

Tuesday, February 2, 2010

Registration / Networking 7:45 - 8:30 a.m. / Continental Breakfast
Program 8:30 - 12:30 p.m.

Crowne Plaza

100 Berlin Road (Route 372), Cromwell, CT

Registration:

CBC Members: \$85.00 / Nonmembers: \$95.00

Presented by:

This special program will be presented by **Attorney Michael H. Payne**, who brings invaluable expertise to navigating the new world of construction contracting. Mr. Payne is a nationally recognized federal construction attorney, having served as the Chief Trial Attorney for the US Army Corps of Engineers, North Atlantic Division. With more than thirty years in the field of government contracting, there is very little Mr. Payne has not seen firsthand in this complex arena. Mr. Payne, with the prominent construction law firm of Cohen Seglias Pallas Greenhall & Furman PC, now serves as chairman of the firm's Federal Construction Practice Group.

Plan to join us -

The New World of Federal Construction Contracting

As times change and evolve, so does the approach to federal construction contracting. Where once it was all about the low bidder, today the focus is more likely to be about *best value*.

Contracts are now being awarded on a multiple award task order basis rather than project-by-project, which means the number of contracting opportunities is shrinking. The rules are clearly changing.

Here is the good news! You can navigate these new waters with a little help. This seminar is packed with valuable information that provides an overview of upcoming opportunities and also offers a critical focus of the system with the expertise of a speaker who has devoted his professional career to this practice.

A SAMPLING OF TOPICS TO BE PRESENTED:

- Overview of Economic Stimulus Opportunities
- The Shift from IFBs to RFPs
- Understanding Contracting by Negotiation
- A look at the "Best Value" Tradeoff Process
- Understanding IDQ, MATOC, and ECI
- Preparing an Effective Proposal
- Responding to Weaknesses and Deficiencies
- Joint Ventures and Teaming Arrangements
- Discussions and Final Proposal Revisions
- Understanding the Debriefing Process

REGISTRATION: Please Print Clearly

Name _____

CBC Members _____ @ \$85 \$ _____

Name _____

Non-members _____ @ \$95 \$ _____

Name _____

Students or Between Engagements - Contact CBC for Special Pricing

Firm Name: _____ Phone: _____ Contact Person Email: _____

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Questions or to register by phone: Sharon Roberts 860-228-1387 The Crowne Plaza is located at 100 Berlin Road (Route 372) in Cromwell CT. Exit 21 off I-91, turn left, hotel is on left



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