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Construction Contracting
Cost Accounting Standards (CAS)
Foundations of the FAR
2018/2019
Intellectual Property
Procurement University
Thought Leadership –
Hiring, Onboarding and
Retaining Talent

Brand new webinar topics:
DFARS
Compliance
Cyber Breach Best Practices
Managed Security
Submitting Cost Impact Proposals

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Small Business

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- **Construction Contracts & Risk Management** (12-part webinar series)
- **Cost Accounting Standards (CAS)** (12-part webinar series)
- **Foundations of the FAR** (22-part webinar series instructing you on the most important parts of the FAR)
- **Intellectual Property** (3-part series)
- **Procurement University** (9-part series focused on contract accounting, audits and compliance)

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ACCOUNTING, COSTS, & PRICING

Audits

Audit Compliance With Workflow Automation
DCAA and the Disappearing Incurred Cost Backlog
DCAA Audit Requests for Access to Records and Employees
Keys to Successfully Answering the DCAA Knock at the Door
The Audit Challenge: Common Financial Statement Pitfalls

Billing & Invoicing

Top 5 Billing Mistakes Government Contractors Make

Business Systems

2018 CPSR Year in Review
A Guide to Accounting and Billing Systems
A Manufacturer's Guide to MMAS
Business Systems Implementation – Top Considerations & Challenges
Cost Estimating Systems – Success Factors
CPSR File Documentation
CPSR Requirements for Non-Procurement Personnel
CPSR: What You Need to Pass a Purchasing System Review
Demystifying the CPSR: Podcast
How to Prepare Today for Your Next CPSR
Peer Reviews - Procurement Organization
Understanding the Purchasing Systems

Cost Accounting

Allowable and Unallowable Costs in Government Contracts
An Introduction to the Cost Accounting Standards Board
Common Preparation Pitfalls with the Final Indirect Cost Rate Proposal
Cost Allocation 101
Cost Principles – Top 10 Elements
Life Cycle of an Indirect Cost Rate Proposal
Navigating the Waters of Indirect Cost Rates in Government Contracting
The Top 10 Unallowable Costs in Government Contracting

Cost Accounting Standards (Webinar Series)

Introduction to Cost Accounting Standards
CAS 401 and 402
CAS 403 and 405
CAS 404 and 409
CAS 406, 407 and 408
CAS 410
CAS 411
CAS 412 and 413
CAS 414 and 415
CAS 416 and 417
CAS 418
CAS 420

Defective Pricing

Practical Lessons in Defending, Litigating Defective Pricing Audits

Earned Value

Dept. of Defense: New Risk-Based EVMS Surveillance
EVMS – Implementing an Effective Management Control System

Government Contract Accounting

Basics of Government Contract Accounting
Revenue Recognition – The New Standard and What it Means for Government Contractors
Understanding Overhead in Government Contracts

Incurred Cost Submission (ICS)

An Introduction to the Incurred Cost Submission
Preparing for an Incurred Cost Submission

Price Analysis

What is Fair & Reasonable Pricing from a Contract Audit View (FAR 15.404-4)
Subcontract Price Analysis

Procurement University 2018 (Webinar Series)

Accounting System Requirements
Commercial Item Determination & Acquisition Requirements/Process
Cost Accounting Standards Applicability – Disclosure Statements
Cost Accounting Standards Administration
Estimating System Requirements
Government Contract Accounting and Pricing Foundation
Indirect Costs
Negotiated Contracts
Truthful Cost or Pricing Data

CONSTRUCTION CONTRACTING

Construction Contracts and Risk Management (Webinar Series)

Change Orders and Constructive Changes
Changes in the Work: Key Aspects of the Public and Private Contract Changes Clauses
Construction Claims: Preparation and Documentation
Construction Contract Claims: Delay, Acceleration and Inefficiency
Construction Contract Risk Management:
The Owner's Perspective
Construction Contract Risk Management: The General Contractor's Perspective
Construction Contract Risk Management:
The Subcontractor's Perspective
Contract Notice Requirements
Differing Site Conditions – The Standard Clauses and Claims
Mechanic's Liens: Claims and Defenses
Performance and Payment Bonds: Liabilities, Claims and Defenses
Prosecution and Defense of Government Construction Contract Claims
Specifications: Methods of Specifying and Defective Specification Claims

Construction Insurance

Insurance Construction Issues – Bruner & O'Connor on Chapter 11

CYBERSECURITY

Agency Enforcement, Initiatives, and Remedies in Cybersecurity

Cybersecurity and the False Claims Act
Inspector General Enforcement
International Enforcement and Initiatives
Rules and Regulations – Review, Update, and Guidance s
Cybersecurity and Enforcement

Basics of IT Acquisition and Contracting – Hardware, Software, and Continuous Monitoring Platforms

Compliance Programs and Best Practices
Federal IT Acquisition and Cybersecurity
Information Security & Technical Requirements
IT International Implications, New Developments, and Best Practices

Compliance, Acquisition Documentation, Risk Management, and Insurance

Cyber Compliance and Supply Chain Risk
Integrating Cybersecurity Into Federal Acquisition Documentation

Contract Law, Regulations and Rules

The President's Executive Order; The Agencies and Contractors

CyberContracting for Federal Government Agencies and Contractors

Cloud Computing, Security and Acquisitions
Cyber in the Public Sector
The Statutory and Regulatory Framework of Cybersecurity Law and Contracting

Cybersecurity Breaches

Cybersecurity Management and Breach Avoidance
Information Classification and Records Retention
International Privacy – An Analysis
Preparing a Privacy Program for Your Organization
The Cyber Breach – Best Practices in Preventing and Reacting to a Breach
The Legal and Regulatory Framework

Cybersecurity Infrastructure

Critical Business Partner Cyber Resilience – Prepare and Practice
Cybersecurity – Building Critical Infrastructure Resiliency
Cybersecurity and Social Engineering: Understanding the Weakest Link
Cybersecurity Workforce Shortages and a Hybrid Approach to a Solution
Laying the Foundation for an Insider Threat Program

Cybersecurity Regulations and Rules

Avoid Lightning in the Cloud: Basics of Becoming FedRamp Compliant and Navigating FISMA
CUI and CDI – The Federal Push to Protect Sensitive Technical Information
Cyber Challenges and Opportunities – Changing Landscape in the Federal Marketplace
Cybersecurity Challenges for Supply Chains – Practical Compliance
Cybersecurity Compliance in California
Cybersecurity Information Sharing After CISA: What You Need to Know
What the Changes in Cybersecurity Legislation Mean for your Business

Export Compliance

Export Controls, Sanctions, and Cybersecurity Update

Information Security and Information Assurance

FISMA Basics and the Core NIST Documents
Risk Management Overview and Process
Security Categorization of Information Systems and Networks
Testing and Validation of Security Controls

International Cybersecurity Initiatives and Developments in EMEA

Cyber Policy in a World of Opportunities and Threats
Global Rules and Initiatives
International Implications of the New DFARS Covered Defense Information Safeguarding and Reporting Rule

New Developments in Government Law and Cybersecurity

Agency Contractual Efforts
Cloud Contracting; Data Breach Liability; Prevention and Defense
Cyber Incidents, Breaches, Cyber Crimes, and Threats
NIST Framework
Cybersecurity Governance
Federal Privacy Laws and Cybersecurity
Overview, Cybersecurity Concerns in Contracting

Statutory and Regulatory Framework of Privacy Law and Practice for Contracting Professionals

Information Classification and Records Retention
International Privacy – An Analysis
Preparing a Privacy Program for Your Organization
The Legal and Regulatory Framework

Threats

Insider Threats – Detecting and Protecting



DFARS

Understanding DFARS 252.204-7012 and NIST SP 800-171

FAR Basics

Federal Acquisition Regulation (FAR) Basics – Part One
Federal Acquisition Regulation (FAR) Basics – Part Two
Federal Acquisition Regulation (FAR) Basics – Part Three
Federal Acquisition Regulation (FAR) Basics – Part Four
Federal Acquisition Regulation (FAR) Basics – Part Five
Understanding the FAR



Foundations of the FAR (Webinar Series)

FAR Overview – Systems and Definitions
FAR Parts 4 and 5 – Administrative Matters
FAR Parts 6, 7 and 11 – Competition, Planning and Agency Needs
FAR Parts 3 and 9 – Improper Business Practices
FAR Parts 12 and 16 – Commercial Items and Types of Contracts
FAR Parts 15 and 36 – Contracting by Negotiation, Construction Contracts
FAR Part 19 – Small Business Programs
FAR Part 22 – Application of Labor Laws
FAR Part 30 – Cost Accounting Standards Administration
FAR Part 27 – Patents, Data and Copyrights
FAR Part 25 – Foreign Acquisitions
FAR Parts 31 and 32 – Cost Principles and Contract Financing
FAR Part 33 – Protests, Disputes and Appeals
FAR Parts 24 and 34 – Privacy, Freedom of Info and Major Systems Acquisition
FAR Parts 35 and 46 – R and D Contracting and Quality Assurance
FAR Part 37 – Service Contracting
FAR Parts 38 and 41 – GSA Schedules and Utility Services
FAR Part 39 – Acquisition of Information Technology
FAR Parts 43 and 45 – Modifications and Government Property
FAR Part 44 – Terminations of Contracts
FAR Part 49 – Terminations of Contracts
FAR Part 52 – Solicitation, Provisions and Contract Clauses

GOVERNMENT CONTRACTING

Bankruptcy

Government Contract Issues in Bankruptcy

Bid Protests

Bid Protests – From Soup to Nuts

Bid Protests in the World of Mergers and Acquisitions

GAO Bid Protests: Small Business Primer

Business Systems

Fundamentals of Contractors' Purchasing System Review – Part 1

Fundamentals of Contractors' Purchasing System Review – Part 2

Fundamentals of Contractors' Purchasing System Review – Part 3

Buy American Act

The Buy American Act – Understanding Its True Meaning Capture

Capture Planning, Management and Business Development

A Contracting Officer's Perspective on Proposals

B2G Marketing – 10 Most Effective GovCon Marketing Strategies for Lead Generation

Effective Leadership for Contracting Professionals

Effective Proposal Preparation – The Key to Business Success

From Face to Face to Facebook: Impact of Social Media on Cyber Politics

How Contracting Professionals Can Earn College Credit Through FPS Courses

How to Capture GOVCON Business – Strategies for Small Businesses

How to Create Marketing Materials the Government Wants to Read

How to Use LinkedIn Successfully for Government Contracting Increase Your Win Probability Via Your Program Management Office

Selling Commercial and Open Source Software to the Government

Ten Requirements in an Effective Request For Proposal

The Importance of an RFP Review for Contractors

Commercial Item Contracting

Commercial Item Acquisition – Embracing the Clinger-Cohen Act

FAR Compliance: Obligations for Commercial Item Contractors

Subcontracting for Commercial Items

Compliance

Beyond ASC 606 Compliance: Optimizing Revenue Recognition

Disaster Recovery Funds: Management and Compliance

GovCon Compliance Outlook: Regulatory Updates and Challenges Confronting Government Contractors – Parts 1, 2, 3 and 4 (2017)

GovCon Compliance Outlook: Regulatory Updates and Challenges (2018)

Integrated Compliance Approach: Five Critical Steps

Introduction to Compliance Monitoring – A Strategy to Combat Fraud, Waste & Abuse

Solutions for Fraud, Waste and Abuse on Infrastructure Projects

The Importance of Internal Controls Compliance

The Trend Toward Traditionally Internal Functions as a Service Trends to Watch in 2018 – Compliance, Transactions, False Claims Act and Small Business Investigations

Contract Changes

Changes in Government Contracts and Equitable Adjustments

Contract Debriefings

The Nuts and Bolts of Federal Government Contract Debriefings

A Pocket Guide to Federal Government Contract Debriefings

Contract Interpretation

Contract Law, Regulations and Rules

Contract Disputes Act Claims

The Procurement Integrity Act – How it Effects the Conduct of Contract

The Recent Supreme Court Rulings – How Decisions Are Impacting Contractors

Counterfeit Electronic Parts

Counterfeit Electronic Parts – Navigating DFARS Final and Proposed Rules

Counterfeit Materials – Aint Nothing Like the Real Thing

Data Rights

Data Rights 101: Understanding and Negotiating Data Rights in Government Contracts Under DFARS

Developments in Software and Data Rights

DOD Technical Data and Computer Software Rights – A Primer

General Data Protection Regulation (GDPR)

Taking The Mystery Out of Rights in Technical Data

Doing Business with the Federal Government

A Contractor's Guide to Doing Business with the Department of Homeland Security

An Introduction to Government Contracting through BARDA for Life Sciences Companies

Contracting Practices at HUD: Transitioning to the FAR

Contracting with BARDA – Accessing Federal Funds to Advance Your Products

Contracting with the Dept of Labor: Regulations and Rules

Current Competitive Preference Priorities for the U.S. Department of Education

Department of Labor – Contracting Opportunities

Doing Business with the Department of Energy: Purchasing and Contracting Practices

Doing Business With the Federal Government: DOD Small Business Programs

Regulatory and Compliance challenges with BARDA

Government Contracts in Life Sciences

What to Expect When Doing Business with the Department of Energy

Emergency Preparedness

Emergency Preparedness 101: Strategies for Ensuring Your Organization Is Prepared for the Unexpected

Ethics

Ethics in Government Contracting: Basic Principles and Recent Developments

Government Ethics Regulation – Ethics Statutes and Regulations Impact

Legal Ethics: Leadership

Legal Ethics: The Duty of Confidentiality

False Claims Act

False Claims Act: Risks for GSA Schedule Contractors

False Claims Act: Get the Most Out of Your Standard Liability Policies

When TINA and False Claims Collide – Lessons from the UTC Cases

Fiscal Law

Federal Fiscal Law

The Fiscal Law of Contracting and the Anti-Deficiency Act

Fundamentals of Contract Administration

Contract Modifications and Terminations

Contract Performance, Compliance and Acceptance

Disputes and Claims

Fundamentals of Contract Administration – An Overview

Furnished Property

Best Practices for Managing Government Property
Deciphering the Government Furnished Property Code

GSA Schedule Contracting

Federal Supply Schedules: The Do's and Don'ts of
Schedule Contracting
GSA Schedule Transactional Data Reporting (TDR)
Preparing for GSA Schedule Audits
Surviving Your Next GSA Schedule Audit
The ABCs of GSA Schedule Contracting
Understanding the New GSA Schedule Compliance Landscape

International Trade Regulations

Mitigating Trade Agreements Act Risks for GSA
Schedule Holders
Trade Agreements Act Compliance for Federal Contractors

Introduction to Government Contracting

An Introduction to Government Contracting –
Session 1: Statutes
An Introduction to Government Contracting –
Session 2: Regulations
An Introduction to Government Contracting –
Session 3: The Contract Awards Process
An Introduction to Government Contracting –
Session 4: Costs, Claims and Disputes

Investigations

Investigations in Difficult Environments: Strategies

Intellectual Property

Patents, Invention Reporting & IP Considerations for Grants
and Other Types of Agreements
Rights in Computer Software Made Easy
Taking the Mystery Out of Rights in Technical Data

Labor and Employment

Complying w Prevaling Wage Standards Under the
New Administration
Continued and Trending Labor Standards in the
New Administration
Monitoring Contract Compliance with Prevaling
Wage Requirements
Top Compliance Risks of Unqualified Labor in
Contract Performance
Understanding the Fair Pay & Safe Workplaces Proposed
Rule/Guidance

Mergers and Acquisitions

Key Issues in Government Contract Mergers and Acquisitions
M&A Assessing Transactions Involving Companies –
Sensitive Customers
Mergers & Acquisitions: Intellectual Property
Rights Negotiations
Government Contracts Negotiating Tactics with Sole
Source Suppliers

Organizational Conflicts of Interest (OCI)

Complying with OCI – Understanding the Requirements
Conflicts of Interest – Defining and Identifying OCIs
Organizational Conflicts of Interest
Organizational Conflicts of Interest – Best Practices

Other Transactions Authority (OTA)

Other Transaction Agreements – Something Old is New Again
Other Transactions Authority
Understanding Other Transaction Agreements (OTA)
and CRADAs

Retirement Planning for Government Contractors

Retirement Planning for Contractors – How to Avoid
Fiduciary Pitfalls
Responsibility and Business Risk Mitigation for the C-Level and
BoD/Securing Payments
Ten Steps to Secure Final Payment in Government Contracts

Small Business Contracting

How Rule Changes are Affecting Small Business Contracting
New SBA Size Standards
Recent Developments in Small Business Contracting
SBA's Mentor Protege Program: Latest Trends, Pitfalls &
Practical Pointers
Strategies for Small Business Government Contracting –
Teaming Agreements

Source Selection

An Introduction to Source Selection
Source Selection: The Department of Defense Process

Subcontracting

Introduction to Subcontracting for
Non-Procurement Professionals
Making Subcontracting Terms and Conditions Work For
Both Parties
Prime/Subcontract Disputes – Caught in the Middle
Small Business Government Subcontracting
Subcontract Compliance for Non-Procurement Professionals
Subcontract Compliance for Small & Emerging Businesses
Subcontract Compliance for Small Businesses
Subcontract Compliance for the Technical Community
Subcontract Management Review and Analysis
Subcontract Price Analysis
Ten Key Elements of a Successful Subcontract
Truthful Cost or Pricing Data's Application to Subcontractors

Supply Chain

New Secure Supply Chain Requirements in
Government Procurement

Suspensions and Debarments

Trends in Suspensions and Debarments – What Contractors
Need to Know

Teaming Agreements

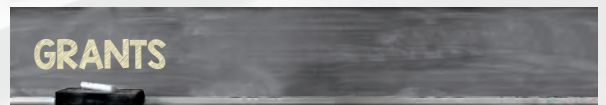
Tips for Drafting Enforceable Teaming Agreements

Terminations of Contracts

Contract Terminations – Liabilities, Challenges and Recovery

Transactions

What's Trending in Government Contractor Transactions



Grants – Rules and Regulations

Major Discretionary Grant Programs Under the US Department
of Education
Grant Proposals – Beginning with the End in Mind: Steps, Tips
and Strategies to a Successful Grant
Grant Proposals – Designing Program: The Use of the
Logic Model
Grants Reform and the Supercircular

Grants in the Life Sciences Industry

Life Sciences Industry Contracting and Grants – Funding
Agency Requirements
Life Sciences Industry Contracting and Grants – Processes
and Controls
Life Sciences Industry Contracting and Grants – Reporting
Requirements

INTERNATIONAL CONTRACTING

Doing Business Globally

A U.S. Contractor's Guide to Doing Business in Australia
 A U.S. Contractor's Guide to Doing Business in Canada
 A U.S. Contractor's Guide to Doing Business in Singapore
 A U.S. Contractor's Guide to Doing Business in United Arab Emirates
 A U.S. Contractor's Guide to Doing Business with Israel
 Afghan Taxes, Business Registration, and Cost Recovery
 Due Diligence Associated with Overseas Contracting
 Foreign Military Financing – Changes to DCC Guidelines
 Foreign Military Sales – History, Regulations and Recent Developments
 Iran Sanctions: High Noon Approaches
 U.S. Sanctions Against Russia – Where Things Stand

Export Controls Jurisdiction and Classification

Building an Export Compliance Program – Part One: Risk Identification
 Building an Export Compliance Program – Part Three: Ongoing Challenges
 Building an Export Compliance Program – Part Two: Risk Mitigation
 EAR and OFAC Fundamentals

Export Enforcement During ECR
 Investing In Security: Export Controls, FCPA, OCI, CFIUS and FOCI
 The New Export Control Reform Transition Rules

FCPA (Foreign Corrupt Practices Act)

The Foreign Corrupt Practices Act – Part One – FCPA Basics
 The Foreign Corrupt Practices Act – Part Two – The FCPA and Third Parties
 The Foreign Corrupt Practices Act – Part Three
 The Foreign Corrupt Practices Act – Part Four – Investigations

ITAR (International Traffic in Arms Regulations)

EAR and ITAR Basics
 Introduction To ITAR – Part One: Export Control Laws and the ITAR
 Introduction to ITAR – Part Two: Licensing Under the ITAR
 ITAR Basics – An Overview of the International Traffic in Arms Regulations
 Understanding the EAR and ITAR “Specially Designed” Concept

YOU ASKED, WE LISTENED: NEW WEBINAR SERIES IN 2019 FROM FPS

DFARS

Webinar Series

[EARN CLE/CPE CREDITS IF YOU ATTEND THE LIVE SESSIONS](#)

This webinar series is a deep dive into the Defense Federal Acquisition Regulation, a supplement to the FAR that provides DoD-specific acquisition regulations that DoD government acquisition officials – and those contractors doing business with DoD – must follow in the procurement process for goods and services.

THOUGHT LEADERSHIP: THE HIRING CRUNCH

3-part Webinar Series

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FOUNDATIONS of the FAR

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- Stay current and compliant with the FAR



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- \$895/session
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ERIC CRUSIUS

Eric Crusius and FPS distinguished instructors present the upcoming 2018-19 *Foundations of the FAR* series. Eric, a Partner at Holland & Knight – and an author – has extensive experience in government contract litigation.



FAR DESK REFERENCE INCLUDED

A copy of the *FAR Desk Reference*, edited by Steven Tomanelli, is included in your purchase of the entire series.



See the complete list of Foundations of the FAR webinars on page *FPSOnline 4*.

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