



WHO SHOULD ATTEND?

- 1) Any company wishing to do business with the U.S. government whether that be for goods, services, military or non-military areas
- 2) Staff and team members of companies doing business with the U.S. government. Especially for new employees
- 3) Staff and team members of subcontractors of companies working with the Government
- 4) German companies, American companies, other international companies and Organizations
- 5) Companies and organizations wishing to inform themselves about future business opportunities with the U.S. government

STILL NOT SURE IF YOU SHOULD ATTEND? SEE IF YOU CAN ANSWER THE FOLLOWING QUESTIONS

- 1) Can you explain the following concepts in a few short sentences? CAGE Code, DUNS number, SAM, CQCP, WAWF, SOW, BOA, NTP, FAR, NAICS Code, COR and KO?
- 2) Which of the following have regular contracts pertaining to Germany and other parts of EMEA? U.S. Air Force, USACE, U.S. Army, U.S. Navy, U.S. State Department, U.S. AID.
- 3) Where are the main offices of U.S. Government contracting business in Europe located? Which geographic areas fall within their areas of responsibility?
- 4) Explain the difference between FBO.gov, GSA-schedules and FedBid
- 5) Explain the importance of "Past Performance" and "Experience", and differentiate between the two.
- 6) Is an end-user authorized to make changes and adjustments to a contract that had been awarded to your company? What about the COR?
- 7) The KO writes to you that you need to submit DBA insurance and a performance bond or bank guarantee before they issue NTP. What does this mean for you?
- 8) Should you submit an offer in Euros or U.S.\$ for your project? Can you change the currency after the contract is awarded? When can you expect to receive payment? Who at your company handles DFAS?
- 9) What are teaming agreements, and why are they important for contractors?
- 10) Are there circumstances under which a contractor may face severe fines or criminal charges/ jail time due their mishandling of a government contract?