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The San Diego Chapter of the  
National Contract Management Association  
Will Present a Seminar

***Contract Terms & Conditions, Subcontract and PO Flow-downs***

on

22 September 2010

*This event will address:*

- Reviewing terms and conditions (Ts&Cs) and statements of work
- FAR clause flow-down — what are the mandatory flow-downs?
- Other flow-down provisions — statement of work and Ts&Cs
- Exceptions to Ts&Cs — taking exceptions when solicitation received and resolving supplier purchase order (PO) exceptions

*Guest Speakers:*

**James Southerland**, President, Contracts Advisory Services, Inc.

**Stephen Purcell**, Senior Contracts Manager – Global Accounts, ViaSat, Inc.

*Who should attend:*

Contract managers & contract administrators  
Small business personnel  
Marketing & proposal managers  
Program & project managers  
Procurement personnel

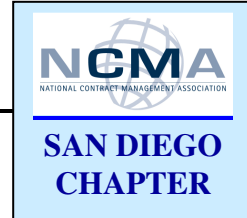
***Location: Four Points by Sheraton, 8110 Aero Drive***

*Time:*

Hot breakfast, networking and registration: 8 a.m.  
The seminar will begin promptly at 8:30 and ends at 11:30 a.m.

***Please register by Sept 17, 2010. Use the Registration Form or  
register online at [ncmasd.org](http://ncmasd.org)***

***You can pay by credit card on our website, using PayPal.***



# REGISTRATION FORM

## ***Contract Terms & Conditions, Subcontract and PO Flow-downs***

**Date:** September 22, 2010

**Time:** Registration, breakfast & networking begins at 7:45 a.m.  
Seminar meeting will begin promptly at 8:30 a.m.

**Location:** Four Points by Sheraton Hotel, 8110 Aero Drive, San Diego, CA 92123

Name:		Email Address:	
Organization:		Phone:	
City, State		Zip	

\_\_\_\_\_ Special needs in order to participate; please identify:  
\_\_\_\_\_

### **Seminar Event Fee:**

- \_\_\_\_\_ Student – \$50 (*NCMA Student membership required*)
- \_\_\_\_\_ Member – \$75 NCMA Member Number: \_\_\_\_\_ Chapter \_\_\_\_\_
- \_\_\_\_\_ Non-member – \$100

### **How to Register and Pay (Registration Deadline is September 17, 2010)**

1. Register online at [ncmasd.org](http://ncmasd.org); payment via PayPal is available online, **OR**
2. E-mail Registration Form to: [victoria.marin@lmco.com](mailto:victoria.marin@lmco.com), **OR**
3. Fax Registration Form to: ATTN: Victoria Marin (858)795-8537

### **Payment Information:**

(Note: The Chapter is charged for those who register but do not attend; therefore, all **no-shows will be billed.**)

- \_\_\_\_\_ **At the door:** via credit card (MC, Visa, Am Exp, Discover), cash or check
- \_\_\_\_\_ **By check:** (*US Funds only – we do not accept money orders or traveler’s checks*)  
Make check payable to “NCMA” — mail to Lockheed Martin, Attn: Victoria Marin, 4770 Eastgate Mall, San Diego, CA 92121
- \_\_\_\_\_ **By credit card:** Register online at [ncmasd.org](http://ncmasd.org); use the PayPal link to pay by credit card. We accept American Express, Visa, Master Card and Discover.

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### **Interested in Becoming an NCMA Member?**

The current New Member rate for one year is \$125 plus a \$25 one-time initiation fee. Go To <http://www.ncmahq.org> to learn more about membership benefits — click on “Join NCMA.”