

THE CHANGES CLAUSES

Preparing and negotiating equitable adjustments under clauses that change the contract!

presented by:

Jim Southerland and Donald Mansfield

Session 2 will take the attendee through the process of proposing and negotiating the equitable adjustments associated with these changes. Unilateral directed changes require submittal of proposals in accordance with rules for cost or pricing data and are considered sole source awards for pricing and negotiating. Other clauses have formulas for adjustment or may have special procedures under the adjustment clause in the contract. This includes terminations and new wage determination adjustments. Constructive changes have no rules but must be managed and priced using good business practices.



Dates: session two: Wednesday, November 19, 2014



Time: 8:00am to 11:30am
Registration, breakfast and networking at 8:00am
Presentation commences promptly at 8:30am



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



Cost: \$75 for NCMA Members;
\$100 for Non-Members



How to Register and Pay:

The registration deadline is Friday, November 14.

Register online at www.ncmasd.org or email the attached registration form to Arrangements@ncmasd.org. Payment may be made at the door or by PayPal. Please see details on the registration form.

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Registration Form



for

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 8110 Aero Drive \$100 for non-Members
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The registration deadlines are: **Session One: Friday, October, 10** and **Session Two: Friday, November 14**

| How to Register | |
|--|---|
|  Register online at www.ncmasd.org | OR  Email this completed form to Arrangements@ncmasd.org |

| How to Pay | |
|---|---|
| Pay at the door via cash, check or credit card  | OR Pay with credit card via PayPal (preferred)  |

Checks: Please make payable to "National Contract Management Association – San Diego Chapter." Checks must be for US funds only.

Credit: NCMA San Diego accepts Visa, MasterCard, Discover and American Express.

Money Orders and Travelers Checks: NCMA San Diego does not accept money orders or traveler's checks.

The Chapter is charged for those who register but do not attend; therefore, all no shows will be billed.

If you don't receive confirmation of registration within three business days please contact Jackie@dmpconsulting.net.

Participant Information

Contact Information:

Name: _____ Email: _____ NCMA Membership No.: _____
 Organization: _____ Phone: _____

Amount Payable:

November Session 2
 \$75 for Members
 \$100 for Non-Members

Payment: (please indicate payment method)

At the Door Online via Pay Pal