

# Procurement Strategies for Technology Insertion at the Speed of Relevance



Presented by:

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Managing Partner at the Public Spend Forum

**PUBLIC  
SPEND  
FORUM**

Commercial technology is evolving at ever increasing speeds. Come learn about how the Government is tapping into commercial investments to procure and insert technology into the Federal pipeline.

Some topics to be covered during this workshop are:

- Streamlined Procurement Processes and Contract Types
- OTAs and Consortiums
- Traditional Contractors and Non Traditional Defense Contractors
- Cost Sharing Alternatives
- IP issues
- Communication Do's/Don'ts
- Terms and Conditions – Negotiable vs. Non-Negotiable

Who Should Attend: Government, Industry, and Academic procurement professionals looking to understand the shift in focus of how the Government is buying technology, products, and services.



**Date:** Wednesday, January 8th, 2020



**Time:** 8:00 am – 11:00 am  
Registration, *Full HOT Breakfast* and Networking at 8:00 am  
Presentation commences promptly at 8:30 am



**Location:** Admiral Baker Clubhouse  
3604 Admiral Baker Rd  
San Diego, CA 92124



**Cost:** \$30 for NCMA Members  
\$40 for Non-Members

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

**The registration deadline is Monday, January 6th, 2020**

**This workshop is equal to 2.5 hour of Continuing Professional Education (CPE) credits towards an NCMA certification.**



**How to Register and Pay:** Register online at [www.ncmasd.org](http://www.ncmasd.org) or email the attached registration form to [Arrangements@ncmasd.org](mailto:Arrangements@ncmasd.org) and [reina.bergfors@gmail.com](mailto:reina.bergfors@gmail.com)  
Payment may be made with your credit card via PayPal or at the door (*Cash will no longer be accepted*). Please see details on the registration form.

Interested in Becoming a NCMA Member?

Go to [www.ncmahq.org](http://www.ncmahq.org) to learn more about membership benefits and dues.

# Registration Form

For

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### How to Register



Register online at  
[www.ncmasd.org](http://www.ncmasd.org)

OR



Email this completed form to  
[Arrangements@ncmasd.org](mailto:Arrangements@ncmasd.org)

### How to Pay

Pay at the door via check or credit  
card (Cash will no longer be accepted)

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, Travelers Checks, or Cash:** NCMA San Diego does not accept money orders, traveler's checks, or cash.

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If you don't receive confirmation of registration within three business days please contact Reina Bergfors at

E-mail: [Arrangements@ncmasd.org](mailto:Arrangements@ncmasd.org) and [reina.bergfors@gmail.com](mailto:reina.bergfors@gmail.com).

### Participant Information

#### Contact Information:

Name: \_\_\_\_\_ Email: \_\_\_\_\_ NCMA Membership  
Organization: \_\_\_\_\_ Phone: \_\_\_\_\_ No.: \_\_\_\_\_

**Amount Payable:**  \$30 for Members  
 \$40 for Non-Members

**Payment:** (please indicate payment method)  At the Door  Online via Pay Pal