



Register NOW

Sharpen your skills and earn 7 CEUs *at our all new*
National Education Seminar (NES)

Pricing and Negotiating Commercial Item Contracts: Government-to-Industry and Business-to-Business Perspectives

April 25, 2019

8 am – 4 pm

(Registration starts at 7:30 am)

Morningside Inn

7477 McKaig Road, Frederick Md

Packed with hands-on working sessions and exercises, this intermediate-level seminar will prepare you to:

- Analyze an RFP for a portfolio of commercial services
- Apply FAR Part 12
- Identify and communicate performance and cost risks
- Evaluate market competition and price reasonableness
- Negotiate terms and conditions

Your Speaker – Jeremy Scholtes, Miles and Stockbridge, PC

Contracting expert and highly-rated NES instructor Jeremy Scholtes will bring both industry and government perspectives to solving everyday pricing, performance and compliance challenges of commercial items contract contracts

Register NOW

Price includes all sessions, course workbook, continental breakfast and lunch

For questions or group registrations, email

debbie.hoffman@tetrattech.com