NCMA News

San Diego Chapter

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Upcoming NCMA-SD Events

- September 14th South Bay CART Meeting
- September 21st Success in GSA Schedule Contracting Workshop
- September 28th CART Meeting in North County at ViaSat Inc. in Carlsbad!

President's Message – A New Year

By Quyen Tran

I am honored to be elected as your Chapter President this program year. We started the year with attending the NCMA 2011 World Congress in Denver, in July, and program planning meetings in July and August.

We are excited about the programs that we have planned: three 1-hour workshops, four 3-hour seminars, and one full-day seminar. The tentative workshop topics include Success in GSA Schedule Contracting, Changes Clauses, and Commercial Contracts – UCC; the tentative seminar topics include Termination, Cost Reimbursement, TINA & Sole Source (joint event with Association of Government Accounting), Intellectual Property, and the all-day Role of the Contract Manager within the Enterprise. There will be a nominal fee to attend each event, with on-line registration linked from the e-mail announcement prior to each.

The seminars generate revenue for the Chapter whereby we can provide other events at no cost to our members including the Contract Administrators' Round Table (CART), NCMA Webinars and a Virtual Conference, study materials, social events, membership recognition, and the scholarship program. Watch for e-mail announcements, prior to each event, throughout the program year.

This year, CART has expanded to two sessions, one hosted by KES in Kearny Mesa on the 2nd Wednesday of the month and another hosted by ViaSat in Carlsbad on the 4th Wednesday of the month. Watch for time and location announcements.

This program year is also the 50th Anniversary Celebration for our Chapter. We have formed a committee to plan for the celebration. If you have ideas you like to share, please feel free to reach out to our Chairperson, Ray Chalupsky. Be on the lookout for that exciting announcement.

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We have also formed a new committee, Community Services. This is another way the Chapter gives back to our community. Please share your ideas with Jennifer Myers, the Chairperson.

The San Diego Chapter Board Members are here to serve the Chapter and we welcome all suggestions, good or constructive criticism. You can find names and contact information for the Board on the Chapter website, http://ncmasd.org, under Directors & Chairpersons.

World Congress

NCMA's World Congress took place July 10-13, 2011 in Denver, CO. Just under 1,600 Contract Management Professionals from the commercial sector, federal government, state/local government and professional services were in attendance. The event is recognized for its high-profile panelists and speakers, top-quality educational programs, and unparalleled networking opportunities.

The World Congress was the year's premier event; it celebrated the best of the profession and the effort to forge new frontiers in the buying and selling communities.

The breakout session presentations can be accessed at the following link:

http://www.ncmahq.org/files/PDFs/World_Congress_2011_Breakout_Sessions_By_Time_Slot.pdf

World Congress 2012 will be held in Boston, MA July 29–August 1

World Congress – A Personal Perspective

By Quyen Tran

By the time you read this article in our September newsletter, you will probably have heard a lot about the 2011 NCMA World Congress (WC) that was held in Denver, CO in July. Rather than repeating information readily available on the NCMA website, Magazine and email distributions, I would like to offer a personal perspective on how the WC helped me and also our local Chapter.

The first time I attended the WC was in 2009 in Long Beach, CA. In 2009, after the general sessions, I attended six breakout sessions, all covering the same topic: CCCM Fast Track. After I sat through the fast track courses, I took the CCCM and CFCM exam on the third day at the WC.

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In Denver, I was able to enjoy other breakout sessions that I had missed during the 2009 WC. My personal favorite was the Property course by Doug Goetz. He is an entertaining speaker and his presentation is extremely informative. I always learn something new in Doug's classes.

The speakers for another session that I attended, INCOTERMS 2010, were the same speakers that taught the CCCM Fast Track in 2009. The instructors, Allen Anderson & Jeffrey Roth, were pleased to hear that I had passed the CCCM exam after attending their session and that I did so without needing any additional study. Personally, I rarely deal with international commercial contracts, but I still attended in order to keep up to date on the topic.

Of course, at any gathering of like-minded professionals, the WC is a great opportunity to meet up with old friends and to establish new connections—I would encourage anyone from the local chapter to attend if possible.

I hope to see you all at the 2012 WC in Boston!

Membership Focus – Meet Lee Davis

Lee is the Membership Director of the San Diego Chapter of NCMA. Lee first joined NCMA while a student at the Naval Postgraduate School in Monterey, California in 1996.

He is currently working as the GWAC SR Contracts Manager for Salient Federal Solutions, Inc. (Salient), a leading provider of information technology, engineering and intelligence analysis services to agencies in the intelligence, defense, homeland security, and cyber domains. Lee served as an independent Contract Management Consultant to Salient prior to joining them permanently in June 2011. He was the former VP, Director of Contracts for SkillStorm Inc., dba SGIS, which was acquired by Salient in June 2010. At SGIS Lee built and led a 10 person department in the execution of over 200 Government and Commercial contracts valued at more than $100 million annually and led the development of cost proposals resulting in 80% revenue growth.

In 2007, Lee retired as a Supply Corps Commander from the US Navy after serving over 21 years on active duty. His last assignment in the Navy was as the Director of Contracts, NAVSUP Fleet Logistics Center San Diego (formerly Fleet and Industrial Supply Center, San Diego). As such, he was responsible for directing and managing the material and services procurement for over 300 activities nationwide. His department and personnel completed over 10,000 procurement transactions valued at more than $600 million annually. While on active duty, he also served as the Deputy PCO for the Navy Marine Corps Intranet (NMCI) program as well as the Business Financial Manager (BFM) for the Marine Corps Huey/Cobra Helicopter Upgrades program. He served on multiple sea going platforms in both the surface and submarine community. Lee was fortunate enough during his career to be stationed in Hawaii (twice), Monterey, Italy and San Diego.

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Lee has a BSBA from the University of North Carolina, Chapel Hill, an MS in Acquisition and Contract Management from the Naval Postgraduate School and an MS in National Security and Strategic Studies from the Naval War College. He is a Certified Professional Contracts Manager (CPCM) and DAWIA Level III qualified as well.

Lee is married to Heather Carr-Davis and they have lived in San Diego since 2000. They are looking forward to their empty nest as they have recently sent children off to UC Berkeley and CalPoly San Luis Obispo.

Education (Seminars/Workshops)

By Teresa Robinson Harris

The NCMA San Diego Chapter has a very exciting 2011-2012 program year planned. Some of the educational topics for seminars and workshops that you will see this year include "Contract Termination," "Cost Reimbursement Contracting," "Truth in Negotiations Act – TINA," "Uniform Commercial Code – UCC," "Intellectual Property," "Changes Clause," among others. We start the program year however, with a workshop entitled "Success in GSA Schedule Contracting" on September 21st starting at 11:30am.

Our speaker for the September workshop will be Mark Carico, Customer Service Director in the Pacific Rim Region for the General Service Administration. The workshop will provide an overview of some of the key contract requirements and compliance obligations under the Multiple Award Schedule contract including pricing disclosures, price reduction clause, the Trade Agreement Act, labor classification, and the Industrial Funding Fee - IFF. The workshop should be of interest to anyone currently doing business with the General Service Administration and those interested in doing business with the Agency. For a full view of our calendar of events for the program year please click here, or visit our website at www.ncmasd.org

Why Certify?

By Lee Davis

There are many good reasons to complete one of the NCMA Professional Certification Programs. These include personal pride, increased knowledge, and being recognized as an expert and leader in your chosen profession. Salary surveys also indicate a higher level of earnings for those in our profession with credentials and certifications, which is not bad either. In this time of constant headlines reflecting the ongoing struggles of our economy and the imminent downturn in Defense budgets, certification will distinguish you as one who demonstrates knowledge essential to the practice of contract management and keep you an invaluable member of your Contracts team.

CPCM™ CERTIFIED PROFESSIONAL CONTRACTS MANAGER

CFCM™ CERTIFIED FEDERAL CONTRACTS MANAGER

CCCM™ CERTIFIED COMMERCIAL CONTRACTS MANAGER

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There are 3 different certifications that are available in the NCMA Professional Certification Program: the Certified Federal Contracts Manager (CFCM), the Certified Commercial Contracts Manager (CCCM) and the Certified Professional Contracts Manager (CPCM). The CFCM, CCCM and CPCM are certifications awarded to candidates who meet rigorous standards, including experience, education, training and knowledge.

A CFCM certification validates your education, training, experience and your knowledge of the Federal Acquisition Regulation. A CCCM certification validates your education, training, experience and your knowledge of the Uniform Commercial Code. A CPCM certification demonstrates that you have met NCMA's highest standards for education, training, and experience, and have demonstrated your knowledge of the contract management competencies in the Contract Management Body of Knowledge.

So how does one go about getting certified? The first step is to research the different Certifications available and determine which one you would like to pursue. Information describing each Certification and its fulfillment requirements is available at www.ncmahq.org/GetCertified. Once you have determined which Certification you would like to pursue, the next step is to understand the fulfillment requirements for completing the Certification. The next step would be determining the time and expense involved in completing. There are funds available through your local NCMA Chapter to reimburse those who complete Certification exams. You should check with your employer as well as many cover this expense. The NCMA SD Chapter also has the study materials for each Certification that can be loaned on a first come, first served basis. Details about this loan program are available through the NCMA SD Chapter Education Director, Theresa Robinson at trobinson@renconenvironmental.com.

The final step of course is to commit to Certification and do it!

NCMA Certification Study Material & Study Group

By Teresa Robinson Harris

Getting certified distinguishes you from the competition and demonstrates that you have the knowledge essential to the practice of contract management. NCMA San Diego Chapter is very proud to promote the CCCM, CFCM and CPCM certification programs to the next generation of Contract Administrators. To assist you in taking this important step toward certification, our Chapter has secured several copies of the various certification study guides which we offer to our members on a first come, first served, loaner basis for a period of up to 30 days. We are also adding the most recent version of the Contract Management Body of Knowledge – CMBOK to the materials available to our members, which the CPCM exam will be based on starting January 2012. Scholarships are available to cover the cost of certification for those who do not have full funding from their employer or other sources. We encourage everyone to take advantage of this great opportunity. If you are interested in joining a study group in preparation for the exam, or if you'd like additional information, please contact Theresa Robinson Harris, trobinson@recon-us.com.

Join Our NCMA San Diego CART Meetings!

By Gabriel Olivas

Our chapter has CART (Contract Administrators' Round Table) meetings that are guaranteed to make you a better contract professional and you can attend on the way into your office. The chapter conducts CART meetings on the 2nd Wednesday of every month for those who work in the Kearny Mesa area and the 4th Wednesday of every month for those who work in North County. Both meetings occur from 7:30AM to 8:30AM. The only ground rule is that you have to bring a question to be discussed, or a lesson you've learned that relates to public contracting.

Prior topics have included:

- Government equipment/rental fees
- What if I can't find a copy of my contract?
- Do I have to buy from GSA?
- What if the Government fails to send me the latest Service Contract Act wage determinations?

For 2011 we've had an average 15 to 20 attendees at each CART Meeting. Attendees generally include federal or local government employees, contractor employees, contracting officers and contract administrators. We've also had attendees from the finance, property and quality professions. Some have a lifetime of experience (Jim, Jack, Maurice, Bernard and Trish); some are brand-new to the field. While most of the attendees are members of NCMA, we do welcome non-members. The topics we've discussed couldn't be more varied and given the breadth of knowledge and experience of the attendees, you're always guaranteed to learn something new.

Further information regarding the North County CART Meeting is provided below. The chapter also sends out email announcements two or three weeks before each upcoming CART meeting, or you can check the chapter website for dates and place. Everyone is invited.

North County CART

WHEN: 4th Wed of each Month, 7:30 – 8:30 am

COST: Free, including pastries, coffee and other light refreshments

WHERE: ViaSat Inc., 6155 El Camino Real, Carlsbad, CA 92009

DIRECTIONS: Take Palomar Airport Road exit off I-5, go east to El Camino Real. Turn right, ViaSat is on the right (west side of the road).

No Camera phones allowed on-site at ViaSat.

RSVP: Brian.Greenberg@viasat.com

SAN DIEGO CHAPTER

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

Success in GSA Schedule Contracting

on

Wednesday, September 21, 2011

This event will address:

- What is a GSA Multiple Award Schedule Contract
- How Agencies Utilize and Order from Schedule Contracts
- E-Tools (How to Obtain Information/Review RFQs)
- Key Contract Requirements and Compliance Obligations

Guest Speaker:

Mark Carico
Customer Service Director
Pacific Rim Region, GSA

Location: Four Points by Sheraton, 8110 Aero Drive

Time: 11:30 a.m. – 1:00 p.m.
Networking and Registration: 11:00 a.m. - 11:30 a.m.
Meeting begins promptly at: 11:30 a.m.

Please register by September 16, 2011. Use the Registration Form or register online at ncmasd.org
You can pay by credit card on our website, using PayPal.

July 2011 – June 2012 CALENDAR OF EVENTS

WORKSHOPS	**TOPIC**	**GUEST SPEAKER(s)**
Sep 21, 11:30 am – 1:00	Success in GSA Schedule Contracting	Mark Carico, GSA
Feb 15, 2012 8:30 am – 11:00 am	Change Control	**TBD**
April 18, 11:30 am – 1:00 pm	Commercial Contracting - UCC	**TBD**

WEBINARS	**TOPIC**	**PRESENTER(s)**
Sep 22, 9:00am -11:00am	International Compliance	Robert Clifton Burns, Bryan Cave, LLP

SEMINARS	**TOPIC**	**GUEST SPEAKER(s)**
Oct 19, 2011 8:30 am – 4:30 pm	The Role of Contract Management	Brian Greenberg, Viasat Carl Caskey, DCS David Porter, ViaSat Carl Bubela, Kratos
Nov 16, 2011 8:30 am – 11:00 am	Termination	**TBD**
Jan 11, 11:30 am – 1:00 pm	Cost Reimbursement Contracting	**TBD** **TBD** **TBD** **TBD**
Mar 21, 8:30 am – 11:00 am	TINA/Sole Source w/AGA	**TBD**
May 16, 8:30 am – 11:00 am	Intellectual Property	**TBD**

Seminar/Workshop Location is at **Four Points by Sheraton**, 8110 Aero Drive, San Diego CA 92123, otherwise noted.

Updated and additional information for each of the above events is posted on the NCMA San Diego Chapter website at www.ncmasd.org.

A notice will be posted for each event and you can register online starting about 4 weeks before the event.

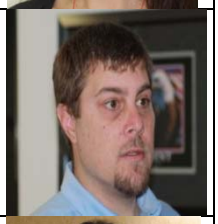
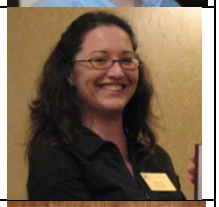
CART MEETINGS	LOCATION	RSVP
Sep 14 7:30 am – 8:30 am	**KES** 9325 Sky Park Ct., Ste. 300	Mark Cook, (858) 292-0922 x221 mark@kes.com
Sep 28 7:30 am – 8:30 am	**ViaSat Inc.** 6155 El Camino Real Carlsbad, CA 92009	Brian Greenberg, (760) 476-4117 Brian.Greenberg@viasat.com
Oct 12 7:30 am – 8:30 am	**KES** 9325 Sky Park Ct., Ste. 300	Mark Cook, (858) 292-0922 x221 mark@kes.com
Oct 26 7:30 am – 8:30 am	**ViaSat Inc.** 6155 El Camino Real Carlsbad, CA 92009	Brian Greenberg, (760) 476-4117 Brian.Greenberg@viasat.com
Nov 9 7:30 am – 8:30 am	**KES** 9325 Sky Park Ct., Ste. 300	Mark Cook, (858) 292-0922 x221 mark@kes.com
Dec 14 7:30 am – 8:30 am	**KES** 9325 Sky Park Ct., Ste. 300	Mark Cook, (858) 292-0922 x221 mark@kes.com
Jan 11 7:30 am – 8:30 am	**KES** 9325 Sky Park Ct., Ste. 300	Mark Cook, (858) 292-0922 x221 mark@kes.com
Jan 25 7:30 am – 8:30 am	**ViaSat Inc.** 6155 El Camino Real Carlsbad, CA 92009	Brian Greenberg, (760) 476-4117 Brian.Greenberg@viasat.com
Feb 8 7:30 am – 8:30 am	**KES** 9325 Sky Park Ct., Ste. 300	Mark Cook, (858) 292-0922 x221 mark@kes.com
Feb 22 7:30 am – 8:30 am	**ViaSat Inc.** 6155 El Camino Real Carlsbad, CA 92009	Brian Greenberg, (760) 476-4117 Brian.Greenberg@viasat.com
Mar 14 7:30 am – 8:30 am	**KES** 9325 Sky Park Ct., Ste. 300	Mark Cook, (858) 292-0922 x221 mark@kes.com
Mar 28 7:30 am – 8:30 am	**ViaSat Inc.** 6155 El Camino Real Carlsbad, CA 92009	Brian Greenberg, (760) 476-4117 Brian.Greenberg@viasat.com
April 11 7:30 am – 8:30 am	**KES** 9325 Sky Park Ct., Ste. 300	Mark Cook, (858) 292-0922 x221 mark@kes.com
April 25 7:30 am – 8:30 am	**ViaSat Inc.** 6155 El Camino Real Carlsbad, CA 92009	Brian Greenberg, (760) 476-4117 Brian.Greenberg@viasat.com
May 9 7:30 am – 8:30 am	**KES** 9325 Sky Park Ct., Ste. 300	Mark Cook, (858) 292-0922 x221 mark@kes.com
May 23 7:30 am – 8:30 am	**ViaSat Inc.** 6155 El Camino Real Carlsbad, CA 92009	Brian Greenberg, (760) 476-4117 Brian.Greenberg@viasat.com
Jun 13 7:30 am – 8:30 am	**KES** 9325 Sky Park Ct., Ste. 300	Mark Cook, (858) 292-0922 x221 mark@kes.com
Jun 27 7:30 am – 8:30 am	**ViaSat Inc.** 6155 El Camino Real Carlsbad, CA 92009	Brian Greenberg, (760) 476-4117 Brian.Greenberg@viasat.com

No Camera phones allowed on-site at ViaSat.

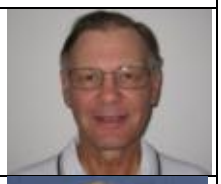
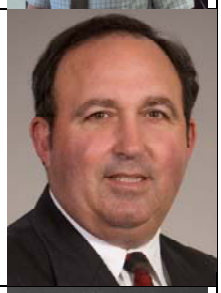
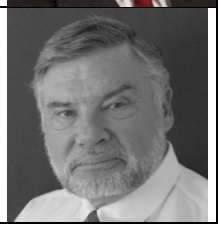
BOARD MEETINGS	LOCATION	RSVP
Sep 7, 7:30 am – 8:30 am	**Quantum Magnetics** 15175 Innovation Dr., 92128	Quyen Tran, 858-605-5601 QTran@morphodetection.com
Oct 5, 7:30 am – 8:30 am	**Quantum Magnetics** 15175 Innovation Dr., 92128	Quyen Tran, 858-605-5601 QTran@morphodetection.com
Nov 2, 7:30 am – 8:30 am	**Quantum Magnetics** 15175 Innovation Dr., 92128	Quyen Tran, 858-605-5601 QTran@morphodetection.com
Dec 7, 7:30 am – 8:30 am	**Quantum Magnetics** 15175 Innovation Dr., 92128	Quyen Tran, 858-605-5601 QTran@morphodetection.com
Jan 4, 7:30 am – 8:30 am	**Quantum Magnetics** 15175 Innovation Dr., 92128	Quyen Tran, 858-605-5601 QTran@morphodetection.com
Feb 1, 7:30 am – 8:30 am	**Quantum Magnetics** 15175 Innovation Dr., 92128	Quyen Tran, 858-605-5601 QTran@morphodetection.com
Mar 7, 7:30 am – 8:30 am	**Quantum Magnetics** 15175 Innovation Dr., 92128	Quyen Tran, 858-605-5601 QTran@morphodetection.com
Apri 4, 7:30 am – 8:30 am	**Quantum Magnetics** 15175 Innovation Dr., 92128	Quyen Tran, 858-605-5601 QTran@morphodetection.com
May 2, 7:30 am – 8:30 am	**Quantum Magnetics** 15175 Innovation Dr., 92128	Quyen Tran, 858-605-5601 QTran@morphodetection.com
Jun 6, 7:30 am – 8:30 am	**Quantum Magnetics** 15175 Innovation Dr., 92128	Quyen Tran, 858-605-5601 QTran@morphodetection.com

2011 – 2012 NCMA-SD Board of Directors

Board of Directors

Position	Officer	Email	
President	Quyen Tran, CPCM, CFCM, CCCM	President@ncmasd.org	
Vice President	Mark Cook	Vice-President@ncmasd.org	
Treasurer	Erin Felix	Treasurer@ncmasd.org	
Secretary	Victoria Marin	Secretary@ncmasd.org	
Membership Director	Lee Davis, CPCM	Membership@ncmasd.org	
Arrangements	Nalani Moore	Arrangements@ncmasd.org	
Education	Theresa Robinson Harris, CPCM	Education@ncmasd.org	

Committee Chairpersons

Position	Chairperson	Email	
Immediate Past President	Maurice Caskey, CFCM, CCCM	Chapter-Advisors@ncmasd.org	
Employment	Christine Powell	Employment@ncmasd.org	
Small Business & Military Outreach	Kim Goldfine	Outreach-SB-Military@ncmasd.org	
College Outreach	Ken Adam	Outreach-College@ncmasd.org	
CART (South Bay)	Gabe Olivas	CART@ncmasd.org	
CART (North County)	Brian Greenberg, Fellow, CPCM	CART@ncmasd.org	
Publicity Chair & 50th Anniversary Celebration	Ray Chalupsky	Special-events@ncmasd.org	

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