Panel & Forum Event
“Conquering the Business Environment in High Heels”

The Greater Baltimore Chapter is pleased to announce that it will host a panel of remarkable Leaders in Industry on Thursday, June 16th, 11:30am-1pm, for a thought-provoking discussion on common challenges faced in pushing personal boundaries in the workplace and in their professional journey to the senior ranks. This event will be held at the National Electronics Museum, and we encourage you and your friends and coworkers to come out and join in the lively discussion.

Register for this exciting event by going out to our website. The speakers are industry leaders whose bios can be found on our website.

We are happy to host the following Industry Leaders:

Kathryn P. Hire  
Captain, U.S. Navy Director of Innovation  
U.S. Naval Academy

Sharon L. Larkin  
Partner  
Steptoe & Johnson LLP

Linda J. Lang  
Government Contracting Advisor  
KatzAbosch

Nancy Heimbaugh  
Principal  
LMP Alliance, LLC

Susan H. Atwell  
Vice President, Contracts & Pricing,  
Northrop Grumman Mission Systems

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NCMA Certification Study Group Update

by: Aaron Besser, GBC Education Chair

Over the past 2 months, 20 dedicated members of the GBC huddled in the café of West Quest C to delve into the deepest depths of the Federal Acquisition Regulations. Discussion ensued on every topic from acquisition planning to micro-purchases to surety takeover agreements.

The tables of the café were remodeled for 2 hours each week, in spite of questioning glances from a mildly intrigued security guard. The team worked together to keep each other motivated as we collaborated to prepare for the Certified Federal Contract Manager (CFCM) exam. This was a great achievement for our chapter and a rewarding experience for those who participated.

The group proved to be an interactive experience, with each member taking on a leadership role for one of the 8 weeks of the program. This was a fantastic opportunity for all involved to network with fellow NCMA members.

We heard from a number of distinguished guest speakers including Mr. Andy Moriconi, Mr. Tim McMorland, and Ms. Gina Dickens, who each shared their vast experiences with the group. The study team was comprised of folks from federal government, state government, DoD, civilian agencies, and industry. We were able to share our experiences on all fronts of the contracting environment and utilize the study group to challenge one another to be stronger contracts professionals.

In addition to the CFCM, NCMA also offers formal certifications for Certified Professional Contracts Managers (CPCM) and Certified Commercial Contracts Managers (CCCM). These certification exams are a way to signal your expertise to the broader contracting community. GBC will be reaching out again in the Fall to gauge interest in a follow-on certification study group. Anyone who is interested is encouraged to reach out and keep an eye out for future notices.

Federal Contract Spending Shows Signs of a Possible Rebound

by Charles Cook
Retrieved from govexec.com, Apr 27, 2016

Agency spending on top contractors dipped by 2 percent in fiscal 2015, its smallest annual decline in four years, according to the 2016 Federal Scorecard released April 15 by the Arlington, Va.-based business data intelligence firm Govini.

The fact that half of all agencies—notably the Navy—boosted contract spending is a sign of a “rebound, or spending stabilization, as agency funding solidified,” said Govini founder and CEO Eric Gillespie.

The scorecard reports on 277 vendors working for 24 agencies and is available as a table-tent hard
copy. It offers a unique measure of contractor performance and agency spending using the company’s proprietary metrics. “This is a big data approach to reveal market insights,” Gillespie said. “While budget data shows where the government claims it will spend, the scorecard shows what was actually spent and indicates future spending trends.”

Govini has formed a data sharing partnership with Government Executive Media Group, which co-sponsored this third iteration of the scorecard, labeled “Election-year spending edition.” A quick analysis points to trends such as the continuing demand for services contracting.

“Big data provides a way to slice up the market to cut across industries, agencies and companies in many ways that companies haven’t explored,” Gillespie added. Govini’s metrics illustrate how much work is required to win a contract as well as contract complexity and competitors per contract action.

In the continually strong services arena, the top two categories produced a combined $32 billion in awards. The industry trend toward more mergers and acquisitions allowed some newly formed entities to climb in the rankings, Govini noted. At the Veterans Affairs Department, newly formed CSRA jumped six spots in rank to join the top 10 vendors by capturing $106 million in awards.

Feedback from the NES attendees was positive and many stated that they found Mr. Obermeyer’s real-world examples to be enlightening, entertaining, and relatable. Another attendee commented that this presentation was “very timely for our industry.” All in all, the 2016 NES was a successful event and we look forward to hosting another engaging NES in 2017!

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Annual National
Education Seminar –
Risk Management for
Complex U.S. Government
Contracts & Projects

by Courtney Dickant, National Education Seminar Chair

The Greater Baltimore Chapter of NCMA hosted its annual National Education Seminar (NES) on March 21, 2016 at the National Electronics Museum in Linthicum, MD. Our guest speaker was Mr. Andrew Obermeyer, who is the Director of the Business Operations Center at DCMA and a past NCMA President. Mr. Obermeyer gave an informative and interesting presentation on Risk Management for Complex U.S. Government Contracts and Projects, citing personal examples from his real-world experience.

Mr. Obermeyer defined risk management as “the ability to efficiently and cost effectively mitigate potential problems” and explained that risk management is a fundamental aspect of good business. He described the “four Ps” that need to be addressed in a comprehensive risk management approach: people, processes, performance, and price. Mr. Obermeyer also explained the different types of risk that exist in Government Contracts, whether they are related to schedule, budget, program requirements, or otherwise. Attendees left with a better understanding of how Terms and Conditions can be carefully crafted to help to mitigate risks that may arise during program execution and how selecting the appropriate type of Contract can also affect the risk profile of the program.

Feedback from the NES attendees was positive and many stated that they found Mr. Obermeyer’s real-world examples to be enlightening, entertaining, and relatable. Another attendee commented that this presentation was “very timely for our industry.” All in all, the 2016 NES was a successful event and we look forward to hosting another engaging NES in 2017!
Supply Chain Management and the Competitive Advantage: NCMA’s Subcontract Management Training Forum 2016

by Steffani Oberdalhoff, GBC Awards Co-Chair

NCMA hosted its fourth annual Subcontract Management Training Forum (SMTF) on March 17-18, 2016 in Tysons Corner, VA. SMTF is a two-day event that offers training focused exclusively on subcontract management, as well as 12.5 continuing professional education (CPE) hours for attendees.

The theme of this year’s SMTF was “Supply Chain Management and the Competitive Advantage.” The event was chaired by Ms. Denyce Carter, Vice President of Contracts and Purchasing at General Atomics, and was attended by professionals from across the country. Keynote speakers included Edward J. Sheehan Jr., President and Chief Executive Officer, Concurrent Technologies Corporation; Pat Fitzgerald, Director, Government Contracts Advisory Services, Baker Tilly; Charlie Williams, President, CWilliams LLC; Dana Hullinger, Director, Supply Chain Strategy, Intelligence & Analytics, Boeing; and Richard Hawtin, FCIPS, Chief Procurement Officer for Brighton and Sussex University Hospitals NHS Trust in England. The symposium offered panel discussions on topics such as preparing for a Government audit, best practices and current trends in subcontract management related to changes in prime and subcontract relationships and policy, and trends in workforce training and development. The event also offered 12 breakout sessions aligned with the five competencies of the contract management body of knowledge: pre-award, acquisition planning and strategy, post-award, specialized knowledge areas, and business. Topics included cyber-compliance, contractor purchasing system reviews, risk mitigation, pricing, closeout, and e-commerce.

In addition to the formal sessions, participants had the opportunity to visit sponsors in the exhibition hall and attended a networking reception sponsored by Deltek. Prior to the start of the SMTF, NCMA hosted two national education seminars (Subcontract Management from A to Z and Contract Changes, Disputes, and Terminations) and also offered CPCM, CFPM, and CCCM certification exams on Wednesday, March 16.

NCMA’s SMTF provides valuable training and networking opportunities for subcontract management professionals, and its location in the DC metro area is convenient to local NCMA chapter members. To take advantage of this training in 2017, keep an eye on the NCMA HQ website, www.ncmahq.org, for details on the next SMTF.

GB Chapter Team

The NCMA Greater Baltimore Chapter invites all interested in becoming a member, by emailing us at: ncma@ngc.com.

The benefits and opportunities NCMA provides to its members will improve your knowledge and network of individuals who are in the same professional career as you. Our website can be viewed at: www.ncmabalt.org to receive the latest information and announcements. Come join us!!

PY15 Executive Council, Chairs, and Committees for the 01 July 2015 to 30 June 2016 program term are:

Officers:
- President – Pamela Bernard, 410.765.4543, pamela.bernard@ngc.com
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- Stacia Roesler, 410-260-6044, stacia.roesler@microsoft.com

**Upcoming Events**

12 May 2016: “A Look Inside a Federal Contracting Agency”
Speaker: David Gill, Department of Treasury
Location: National Electronics Museum
Time: 11am-1:00pm

16 June 2016: “Conquering the Business Environment in High Heels”
Speaker: Various/Women’s Forum and Panel Discussion
Location: National Electronics Museum
Time: 11am-1:00pm

NCMA National
Location: Gaylord Palms Resort & Convention Center in Orlando, Florida

24-27 July 2016: World Congress 2016
NCMA National
Location: Gaylord Palms Resort & Convention Center in Orlando, Florida