



GovConNet Institute Session Dates: February 5, 19, 26; March 4 & 17; April 22, 2016
 Snow Make-up Date- Friday, April 26, 2016

GovConNet Institute provides advanced training to Federal government contractors in the transitional stage with the real world tools and knowledge needed to succeed at the next level and increase owner value. The training course is instructed by MCCC GovConNet expert professional service-providers and CEOs that share Lessons Learned. Subject matter is geared for winning and profitably maintaining Federal government contracts in the LPTA environment. The Institute's 6 three-hour sessions are geared for companies meeting the following criteria:

1. ***C-Level executive - Any C-level representative is welcome to attend - up to two representatives per company/per session**
 2. **At least 4 years in business**
 3. **Minimum of 35 full-time employees and/or \$5M in receipts**
 4. **Experience as a Federal government prime and/or sub-contractor**
- * Any C-level representative is welcome to attend (up to two representatives per company/per session). Attendance is mandatory.*

Vital topics will prepare small business government contractors to fully compete in a marketplace of heightened austerity and regulatory enforcement:

- **STRATEGIC PARTNERSHIPS AND JOINT VENTURES:** How to maximize opportunities and comply
- **RISK MANAGEMENT:** How to prevent and mitigate pitfalls; enact project control systems
- **LABOR AND EMPLOYMENT COMPLIANCE:** How to improve ways to avoid audits and employee claims
- **ACCOUNTING:** How to develop rates and an LPTA strategy; improve financial reporting
- **GOVCON REPORTING:** How to comply, meet requirements and control costs
- **THE ART OF CAPTURING GOVERNMENT CONTRACTS:** How to respond to the "new normal"
- **HUMAN CAPITAL MANAGEMENT:** How to ensure contractor compliance and optimize workforce administration
- **PROPOSALS:** How to manage proposals in a time of delays, uncertainty, and LPTA
- **EXIT STRATEGIES AND OWNER VALUE:** How to prepare your business for its future
- **LESSONS LEARNED:** CEOs in the Federal Market Place provide guidance

18 HOUR SCHEDULE

Dates: TBA
 GovConNet Institute Session: 8:00am - 11:00am | Continental breakfast & networking 7:30am - 8:00am

LOCATION

Montgomery County Chamber of Commerce (MCCC) Boardroom,
 51 Monroe St., Suite 1800, Rockville, MD 20850

For a complete list of GovConNet Institute Graduates visit:
<http://www.mccc.md.com/govconnet/govconnet-institute-priming-companies-growth>

The GovConNet Institute is a benefit of MCCC membership and is free for qualified government contractors. Non-member companies may participate for the tuition cost of \$1000, upon acceptance into the program. To apply go to mccc.md.com or contact Barbara Ashe at 301-738-0015, x215 or bashe@mccc.md.com

Upon graduation, each company receives a GovConNet Institute Certificate and logo for use in print and online collateral. Class size is limited to twenty companies.





GovConNet Institute FAQs

What is the GovConNet Institute?

GovConNet Institute provides advanced training to Federal government contractors in the transitional stage with the real world tools and knowledge needed to succeed at the next level and increase owner value.

Who are the instructors?

The course is instructed by [MCCC GovConNet expert professional service providers](#) and CEOs that share Lessons Learned. Subject matter is geared for winning and profitably maintaining Federal government contracts.

What are the eligibility criteria for company enrollment and participation in the GovConNet Institute?

- 1. Be a C-Level executive - Any C-level representative is welcome to attend - up to two representatives per company/per session.**
- 2. In business for at least 4 years**
- 3. A minimum of 35 full-time employees and/or \$5M in receipts**
- 4. Experience as a Federal government prime and/or sub-contract**

Is there an attendance policy?

Yes. Attendance is mandatory. The company must attend a minimum of 5 sessions to receive certification. Failure to comply will result in termination from the Institute.

How much does it cost?

The Institute is a Montgomery County Chamber of Commerce Member Benefit and is Free to qualified member contractors. If not a member, tuition cost is \$1,000.

How many companies will be enrolled in the Institute?

Class size is limited to 20 companies. Any C-level representative is welcome to attend (up to two representatives per company/per session).

What is received by companies upon graduation?

Each company receives a [GovConNet Institute Certificate](#) and logo for use in print and online collateral.

What are the date, time and location of each session?

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Note: If your company is interested in participating in the next 18 hour session of the GovConNet Institute please fill out the online application. You will be notified of your company's acceptance as soon as the program has at least 15 qualified member companies for the class. This number ensures that participating companies have the benefit of networking with their peers and that robust conversations take place where many 'lessons learned' are shared. We look forward to meeting you at the next GovConNet Institute session.

All sessions are held from 7:30am-11:00am at MCCC Boardroom, 51 Monroe St., Suite 1800, Rockville, MD 20850.

How can my company apply? All applications must be received online at mcccmd.com