



Why Centre Consulting

Centre Consulting, Inc., is the only company that provides integrated legal, training and consulting services to both government and industry clients. Our core competencies are:

- GSA/VA Consulting - Expert GSA/VA Schedule Consulting for schedule proposals, renewals, audits and compliance
- Federal market analysis and proposal support – market analysis and legal advice on all aspects of government contracting, including acquisition support, compliance and proposal support.
- Centre Law - Centre's highly experienced lawyers assess client compliance systems, advise on acquisition issues and provide legal advice you can rely upon.
- Training - instructor-led and web-based training on all aspects of federal government contracting including compliance, GSA, COTR and PM certifications

Our Team

Our partners and most of our senior staff are attorneys and possess 20 or more years of experience as trainers, program managers, contract administrators, and litigators. We offer the rare blend of legal expertise and practical federal contracting experience necessary to assist government and industry clients in navigating the complex maze of federal rules and regulations and implementing federal market solutions that are timely, efficient, and legally effective.

We've seen the problems. We've litigated the cases. We know the outcomes. We provide customized solutions—not legal opinions.

The following world-class organizations rely on Centre for training & consulting solutions, why not you?

Appian Corporation
Abbtech Corporation
ASRC
ADS
Blue Cross Blue Shield
DJO
ESRI
Experian
GEM
ICF
Johnson & Johnson
Lockheed Martin
Noblis
Northrop Grumman

Centre...

**Integrated legal,
consulting, and training**

**We are large enough to
meet your legal,
training, and consulting
needs; yet small enough
to give you the personal
service you deserve**

**We Deliver Total
Government Contracts
Solutions**

Centre is a small, woman owned
business located in Vienna,
Virginia

1953 Gallows Road, Suite 650, Vienna, VA 22182

703.288.2800

www.centreconsult.com



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Business, Law, and Training Excellence



We Are Your GSA Schedule Experts . . .

Our GSA Consultants are Experienced Government Contracts Attorneys and Contract Management Professionals

- Individualized GSA consulting and support services that identify the right GSA Schedule for your company.
- Professional assistance preparation, negotiation and maintenance of your Schedule.
- Federal Acquisition Training through our **Federal Contracting Institute**.
- Full complement of legal services via our experienced government contracts attorneys at **Centre Law**.

At **Centre**, we provide expert guidance in avoiding common profit robbing mistakes like unprofitable labor categories, untenable basis of award, and unduly complex contract administration. We have dedicated our careers to understanding the complicated legal issues and unique nature of government contracts. It's our specialty, it's what we do, and we do it well. Our experienced government contracts attorneys and government contracts professionals can work with your existing contract management/ marketing team(s) or even serve as your government contracts division. At Centre, we analyze your contract and business needs and plot the most beneficial solution.

Our services include:

- GSA Schedule Proposal Preparation
- Contract Negotiations
- Schedule Management and Administration
- GSA Audit Support
- GSA Contract Renewal Services
- GSA Compliance Solutions

Centre is a small woman owned business.

For more information, contact:

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James Phillips, Esq. 703.288.2800 x223, jphillips@centreconsult.com
Maureen Jamieson 703.288.2800 x238, mjamieson@centreconsult.com

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GSA Proposal Preparation

Whether you need complete proposal support from beginning to end, or just some expert consultation, we can provide you a cost-effective service that meets your needs. The key areas of proposal preparation include:

- Explanation of all standard and nonstandard commercial sales practices.
- Developing and implementing a successful and profitable pricing strategy.
- Tailoring terms and conditions of the GSA Schedule to more closely reflect your commercial terms and conditions.
- Preparing a Small Business Subcontracting Plan (if applicable).

Contract Negotiations

Negotiating with the GSA is unlike negotiations with other federal agencies. GSA operates under the theory that it is negotiating a price for the entire federal Government and thus, it should receive the largest discount your company will ever give to any customer, regardless of the terms and conditions of the sale. However, with a properly prepared proposal and knowledge about the process, negotiations can result in a win-win contract for both parties.

At Centre, we can undertake negotiations with you, on your behalf, or advise you on how to proceed - you choose the level of service you need.

And at the conclusion of the negotiations, we can help you prepare an accurate and thorough Final Proposal Revision (FPR) so there is no misunderstanding about the terms and conditions of the contract. An incomplete or vague FPR can result in a contract that you did not bargain for.

Schedule Management and Administration

Once you have a GSA Schedule Contract, the administrative work begins. At Centre, we will work with you to tailor a service to your post-award contract needs. Some of the important contract management and administration services we offer:

- Assistance with submitting the required quarterly 72A reports and IFF fee.
- Contract modifications (additions, deletions, price increases, price reductions, etc).
- Assistance with GSA compliance, pricing, or IFF audits.
- Training for your internal contracts and personnel staff on the information and data necessary to ensure proper contract compliance.
- Contract Renewal Assistance.

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The Federal Contracting Institute

The Centre Federal Contracting Institute is a leader in providing current, interactive, and innovative training on all aspects of federal contracting. We provide public and in-house training to government agency personnel and government contractors. Our “**Boot Camp for GSA & VA Contracting**” and “**Federal Contracting Basics**” provide companies interested in the federal market with an in-depth understanding of GSA schedule contracts and of the compliance issues involved in federal contract management.

We have trained hundreds of Government and industry personnel. We provide in-house seminars in addition to our scheduled courses. Ask how we can design a course for your specific needs.

- Boot Camp for GSA & VA Contracting
- Federal Contracting Basics
- FAR "Less Complicated"
- GSA & VA Schedule Audit Issues
- Federal Contract Law for Non-Lawyers
- How to Win Federal Business
- How to Manage Federal Contracts
- Annual Review – Hot Issues in Federal Contracting
- Basic Acquisitions
- Organizational Conflicts of Interest, Ethics and Gratuities
- Task/Delivery Order Contracting
- COR/COTR Training
- Foundations of Effective Leadership

Visit www.centreconsult.com to see our latest course catalog.

For more information, contact:

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Market Intelligence Offerings

Industry Analysis

Centre Consulting can assist you in cutting through the red tape of market research to find prospective customers in the Federal space by identifying:

- Agency budgets for the current Government fiscal year
- Historical spending for prior years
- Agency missions
- Priorities for agencies in the coming year
- Incumbent contractors for key programs
- Points of contact on key programs

Competitive Analysis

Centre Consulting can help you identify where your sales should be focused by:

- Developing a list of your competitor's customers, including the amounts awarded through government contracts.
- Developing pipeline opportunities and tracking awards.
- Identifying contract vehicles that are appropriate and easy to use by the Government customer for procurement.
- Submitting FOIA requests under the name of Centre Consulting to preserve your anonymity.
- Assisting in developing a sales strategy of whether your business should bid on an opportunity by itself, partner, or go through a systems integrator or reseller.

Proposal Development, Preparation and Support

After an opportunity has been identified, Centre Consulting can write your proposal or assist in reviewing your proposal. These services include:

- Analyzing final request for proposals (if applicable), and conducting post kickoff meeting
- Identifying inconsistencies or contract term issues with RFP and submitting questions to the contracting officer for modification or clarification
- Drafting or reviewing teaming agreements
- Finalizing outlines, revising storyboards
- Conducting storyboard
- Assisting with developing cost proposal
- Conducting and responding to a Red Team Review
- Final QA check

Centre Consulting, Inc., a woman-owned small business, is a leader in providing consulting, training, and legal services to both government agencies and government contractors. Centre offers comprehensive expert advice on all aspects of federal contracting. We understand the complex legal issues, the competitive marketplace, and the rules and regulations of government contracts. Visit us online at www.centreconsult.com and get weekly updates in the world of Federal Contracting at www.centreknowledge.com.



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Centre Law

Centre offers government contract legal services under the auspice of **Centre Law**. At **Centre Law**, we concentrate on the special needs of government contractors. We realize that government contract disputes are very different from typical commercial contract disputes. Our experienced attorneys provide solutions and results that are both effective and cost efficient. We have successfully represented clients before all major tribunals, including the US Court of Appeals for the Federal Circuit, United States Court of Federal Claims ("COFC"), the agency Boards of Contract Appeals, and the United States General Accounting Office ("GAO").

Some of our services include:

- Post Award Contract Administration Issues
- Negotiating Teaming Agreements, Subcontracts, and BPAs
- Software Licensing Agreements
- Section 508 Accessibility Requirements
- Strategic Business and Channel Strategy Support
- Bid Protests
- Contract Disputes, Alternative Dispute Resolution and Litigation Services
- GSA Schedule Compliance Support

At Centre, we firmly believe that getting on Schedule is only the beginning. Centre has the experience and knowledge to provide a total market solution for all of your Government contracts needs.

For more information, contact:

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