



FPM 317 - Contract Management: Senior Level

MCI Course Number: 6893

Length: 2 days

Course Description

Execute the contract! This course provides an overview of managing Federal contracts with a focus on the acquisition plan, the pre-award and source selection process, leading and appraising contract execution and formulating contract approaches for services and IT efforts. Students participate in interactive exercises and discussions to assess and evaluate how to effectively and efficiently apply Federal and acquisition policies to meet the program's needs.

This course satisfies the contracting performance outcomes necessary for the Federal Acquisition Certification for Program and Project Managers (FAC-P/PM) at the senior level.

Course Learning Objectives

- Evaluate contracting challenges in the Federal system environment
- Appraise the program strategy and acquisition plan
- Adapt the pre-award and source selection process to program needs
- Lead and appraise contract execution efforts
- Formulate contract approaches for services and IT efforts

Intended Audience

This course is intended for program and project management professionals seeking their FAC-P/PM Senior Level certification.

Prerequisites

- Students must satisfy the competency requirements for FAC-PPM Level 2

Pework

Students must complete the following prior to attending class:

- eLearning module on "The Federal Acquisition Environment"
- Pre-assessment of experience and expertise with relevant FAI Performance Outcomes. A personalized report will be generated for students upon completion of the pre-assessment.

Course Schedule

DAY ONE	
MORNING	Lesson 1: Managing the Federal Systems Environment
	Lesson 2: Orchestrating the Acquisition Plan
LUNCH	
AFTERNOON	Lesson 3: The Preaward and Source Selection Process

DAY TWO	
MORNING	Lesson 4: Executing the Contract
LUNCH	
AFTERNOON	Lesson 6: Service and IT Contracting Needs

Learning Methods

Presentation, class discussions, practical activities, and group and individual exercises.

Requirements for Successful Completion

Full (100%) attendance is expected and required. Successful completion of the course depends on full class attendance and active participation in individual and group exercises.

The final exam must be completed with a grade of 80% or higher.

Credits

National Association of State Boards of Accountancy (NASBA)

- Field of Study: Management Advisory Services
- Level: Advanced
- CPEs: 16

Professional Development Units (PDUs)

- Credits: 14

Continuous Learning Points (CLPs)

- Credits: 16

Third-Party Certification Relationship

This course addresses the following FAI performance outcomes and IT specific outcomes:

- Manage the application of Total Life Cycle Systems Management (TLCSM), or similar concept, which requires the program manager to base decisions on system-wide analyses and system performance and affordability, and manage the program risk of those decisions
- Adapt pre-award actions required by FAR considering contract terms and conditions
- Collaborate with the program contracting officer and orchestrate the source selection process commensurate with the complexity of the procurement
- Assess the coordination actions for the preparation of a comprehensive program specification and the Statement of Objectives (SOO), or SOW, or Performance Based Statement of Work (PSPW)
- Manage the leadership and management processes associated with the integration of program planning and acquisition planning
- Develop and defend the overall strategy for managing the coordination and development of the acquisition and contracting strategy, including origination of the exit criteria for each acquisition phase as they apply to contracting
- Facilitate the contractual relationship with domestic and international buyers outside the agency which sponsors the program acquisition
- Construct and facilitate a negotiated baseline of performance between the operational users, and corresponding commercial and/or organic support providers
- Evaluate compliance with the application of Federal and agency acquisition policies to meet user/mission requirements when engaged in the acquisition of services
- Orchestrate the preparation, implementation and justification of a contracting approach within the Acquisition Strategy, along with an on-going risk management process for that approach
- Apply principles of modular contracting to support system development; identify the best contract strategies to support project and key federal IT strategic goals (e.g. Cloud computing, Data Center Consolidation, IT as a service, etc.)