

Agenda

Registration: 8:00 am – 9:00 am

Breakfast Networking: 8:00 am – 8:55 am

Session 1: 9:00 am - 10:15 am

Introduction to FAR Flowdowns	LaCava 305	Cobina Walkland
Acquisition Reform: “Is it Real?”	LaCava 325	Daniel Kent, Ryan Connell, Thomas M. Muir, Howard Byrd, & Sara Corsetti
How Labor Law Shapes Construction Contract Performance	LaCava 335	Nuno Montrond
Navigating a New Era of Federal Acquisition: GSA Centralization, Modernized Rules, and Strategic Positioning	LaCava 375	Eric Poppe & Jacelyn Ferriell

Session 2: 10:30 am - 11:45 am

Thriving under the New Rules for Contractor Nondiscrimination	LaCava 305	Tim Taylor
Truthful Cost or Pricing Data (TCOPD) Compliance and Defective Pricing	LaCava 325	Ed Morely & Rob Landry & Bill Thompson
Bridging the Gap: Strengthening Government-Industry Collaboration for Mission Success	LaCava 375	Dave Dudley & Rob Weeks

Keynote: 12:00 pm - 1:00 pm

Lunch: 1:00 pm - 2:00 pm

Session 3: 2:15 pm - 3:30 pm

What's New in Federal Contracting: A Procurement Policy Update	LaCava 375	David Black & Amy Fuentes
Protecting Federal Funding in a Time of Uncertainty	LaCava 325	Cara Wulf
Government Contractors and Tariff Challenges: Strategies for Success	LaCava 305	Jacqueline Unger

Session 4: 3:45 pm - 5:00 pm

The Essentials of Government Property: FAR Fundamentals, DFARS Reporting, and DCAA's Expanding Role	LaCava 325	Alex Mikhelson
Proposals: A Smarter, More Collaborative Way to Win Government Contracts	LaCava 375	Ms. Shenê Commodore
Lean Contracting: Selecting a CLM to Get What You Need When You Need it	LaCava 305	Paul Misci

On-Site Location Information



BENTLEY UNIVERSITY

Conference Services

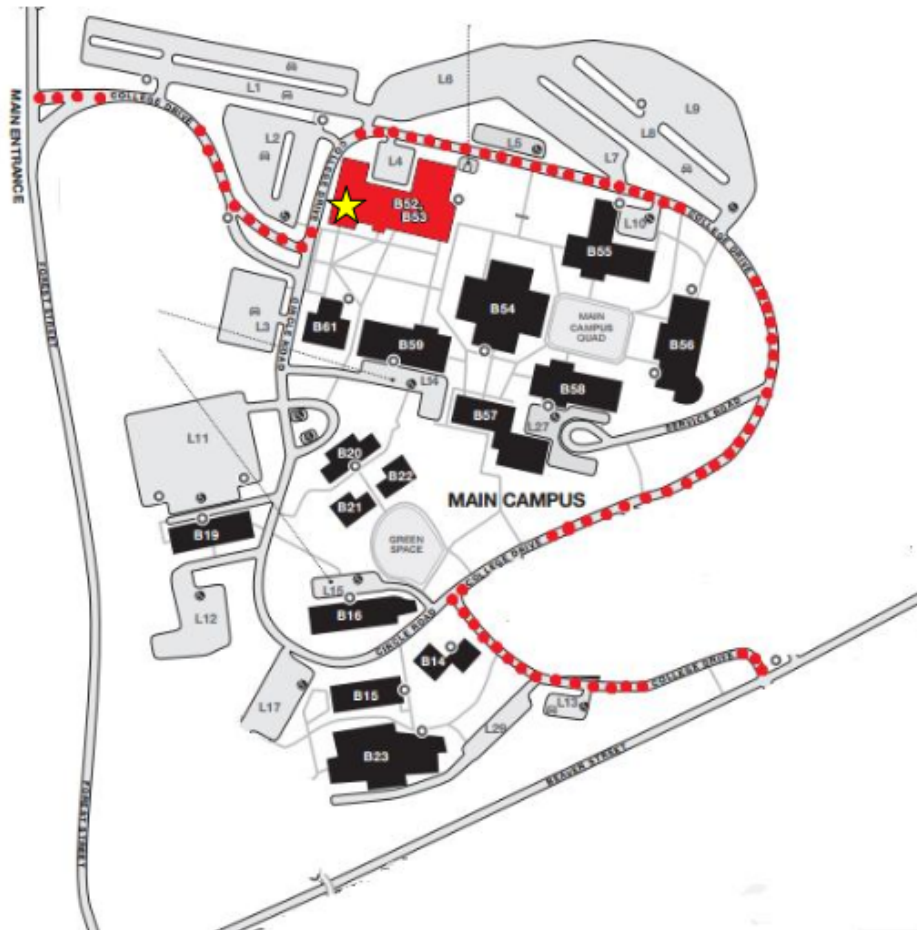
Parking Instructions for The Conference Center at Bentley:

Parking is permitted in **LaCava Lots L1 & L2** on the campus map below.

Your program is located in the LaCava Center (Building 52, 53) on the third floor.

Building Directions:

The main entrance to LaCava is on the plaza between LaCava (Building 52, 53) and Rauch (Building 61).



Keynote Session



Keynote Presenter:

Kraig Conrad – Chief Executive Officer, National Contract Management Association (NCMA) & Chair, Commerce & Contract Management Institute (CCM Institute)

Keynote Title: AI Advances the Strategic Role of Contract Management

This keynote session explores practical applications already emerging in the field, the evolving expectations for contract management teams, and the skills that will be essential for professionals to grow in an AI-enabled commercial environment. This builds on current research from the Commerce & Contract Management Institute. AI in contract management is moving quickly from process automation to true strategic enablement. This shift creates new opportunities for buying and selling practitioners to strengthen their role as commercial integrators and strategic partners who use AI to expand influence, improve decision quality, and create measurable business value.

Professional Biography

Kraig Conrad is the Chief Executive Officer (CEO) of the National Contract Management Association (NCMA), a role he has held since November 2018. In March 2025, he also became Chair of the Commerce & Contract Management Institute (CCM Institute), advancing NCMA's commitment to research and thought leadership across the acquisition community.

With more than 20 years of association leadership experience, Mr. Conrad leads NCMA with a bold strategic vision focused on expanding the association's reach, relevance, and long-term impact. He is a champion for elevating the contract management profession and shaping its future on a global scale.

Under his leadership, NCMA is advancing the Contract Management Standard™ (CMS™) as the foundation for a globally recognized framework that promotes consistency, excellence, and collaboration across sectors. He oversees all aspects of the association's portfolio, including membership, certification, chapters, learning and development, marketing, and events.

During his tenure, NCMA has seen remarkable growth—deepening its influence through global partnerships like the one with World Commerce and Contracting (WorldCC), creating CCM Institute, and expanding adoption of the Common Language Initiative. These efforts reflect Mr. Conrad's commitment to unifying and advancing the contract management community worldwide.

Prior to joining NCMA, he served as CEO of the Professional Risk Managers' International Association (PRMIA), where he implemented a long-range strategic plan successfully guiding the PRIMA Board of Directors and a global network of over 50,000 risk professionals.

Mr. Conrad held various positions at the National Investor Relations Institute (NIRI), including Acting Co-Chief Executive Officer, Vice President for Programs and Development, and Vice President for Professional Development. During his tenure, he oversaw the development of content and logistics for seminars, webinars, and conferences with attendance of up to 1,300. He also played a key role in cultivating volunteers and staff members to enhance the value of special membership groups organized by industry and tenure.

Mr. Conrad also has served as Research Lead for Strategy Practice at Corporate Executive Board, Director of Corporate Finance and Risk Management and Director of Strategic Alliances at the Association for Financial Professionals, Senior Consultant for Braun Consulting, and Financial Analyst for Credit Suisse.

Currently, Mr. Conrad serves as a Board Member of the Greg and Camille Baroni Center for Government Contracting Advisory Board at the George Mason University School of Business, where he provides valuable insights and expertise to shape the future of government contracting education and research. He is also a Member of the Committee on Education at the American National Standards Institute, supporting the development of education standards.

Mr. Conrad recently joined the Professional Risk Managers' International Association (PRMIA) as a Board Member in January 2023. He holds a Bachelor of Arts in Economics from the University of Southern California and a Master of Business Administration from the University of Illinois at Chicago. He is a Certified Association Executive and member of the American Society of Association Executives, as well as a Certified Treasury Professional and member of the Association for Financial Professionals.

Session 1: 9:00 am – 10:15 am; Room: LaCava 305



Presenter:

Cobi Walkland – Senior Manager at Capital Edge Consulting

Session Title: Introduction to FAR Flow Downs

This session will introduce FAR flow downs, including why clauses need to be flowed down and how to navigate the FAR and its prescriptions, provisions, and clauses. The session will also briefly discuss supplements to the FAR, including DFARS, as well as the structure of a prime contract. Finally, the session will focus on the types of flow-down clauses, including examples to illustrate the information covered.

Professional Biography

Cobina Walkland is a Senior Manager with Capital Edge Consulting, LLC. She provides expertise and support to government contractors and Federal grant awardees in the areas of regulatory compliance, government contract cost accounting, and training. Cobina's expertise includes Federal Acquisition Regulations (FAR), Defense Federal Acquisition Regulation Supplement (DFARS), Department of Energy Acquisition Regulation Supplement (DEAR), Cost Accounting Standards (CAS), Contractor Purchasing System Reviews (CPSR), Incurred Cost Submissions (ICS), Davis-Bacon Act compliance, and Procurement Evaluation and Re-Engineering Team (PERT) reviews.

Professional Experience: Cobina has performed CAS applicability assessments, developed accounting policies and procedures, assisted clients in CAS Disclosure Statement revisions, and has compiled incurred cost submissions for clients of varying sizes and industry focus. She has performed Business Systems compliance gap analyses and assisted in the development of policy and procedure manuals for clients who have been awarded Federal contracts and grants. She has analyzed Contractor's Purchasing Systems to help identify areas for process improvement and has supported clients in re-designing their purchasing systems to align them with Contractor Purchasing System criteria. Cobina has assisted clients as an advocate during purchasing system reviews (CPSR) accomplished by the Defense Contract Management Agency. Cobina has also conducted periodic monitoring of purchase transactions and has developed training for various clients. Cobina has assisted various clients with Davis-Bacon Act compliance audits and interviews.

Session 1: 9:00 am – 10:15 am; Room: LaCava 325



Presenters:

Daniel Kent – Senior Manager at Deloitte

Ryan Connell – Procurement Lead for the Under Secretary of War for Research and Engineering as the Assistant Director for Acquisition Services

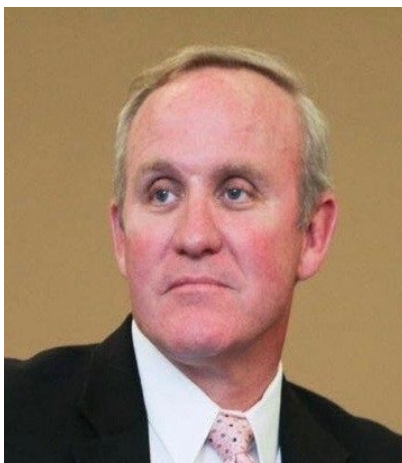
Thomas M. Muir – Specialist Executive at Deloitte

Howard Byrd – Finance Managing Director at Deloitte

Sara Corsetti – Chief of Contracting, Airspace Mission Planning Division at AFLCMC/C3MK

Session Topic: Acquisition Reform: “Is it Real?”

This session will be a thought-provoking panel where contracting leaders unpack the implications of the Secretary of War’s recent call for sweeping acquisition reform. In this session the panel will examine the enduring challenges that have stymied past reform efforts, dissect which barriers still exist, and debate whether this latest initiative signals a genuine turning point or just another chapter in a cycle of change.



Biographies on the next page

Professional Biography

Dan is currently a Senior Manager at Deloitte providing a strategic contracting perspective and overseeing all contractual matters within the Air Force and Space Force Accounts. Prior to Deloitte, Dan served as an Air Force contracting leader with over 20 years of experience in managing complex contracts within the Department of Defense and the Air Force. He has consistently demonstrated exceptional skills in negotiating favorable terms, ensuring compliance with FAR/DFARS, and fostering strong stakeholder relationships.

Dan's expertise includes structuring, managing, and executing mission-critical contracts for major weapons systems, developing innovative acquisition strategies, and leading a comprehensive training program for future contracting leaders. He holds an MBA from Suffolk University and a Bachelor of Science in Business Administration from Merrimack College.

Ryan Connell leads procurement for the Under Secretary of War for Research and Engineering, as the assistant director for Acquisition Services. In this role, he supports the Chief Digital and Artificial Intelligence Office (CDAO) contracting requirements, AI acquisition policy, AI experimentation, Tradewinds Ecosystem & Solution Marketplace, and leads CDAOs organic contracting authority.

Mr. Connell joined CDAO in 2024, previously standing up and supporting the congressionally mandated commercial acquisition cadre of experts in DoW. Ryan previously spent 8 years focused on DoD contract strategy for the integration of commercial technology, leveraging commercial business practices, and removing barriers to entry for nontraditional defense contractors

Mr. Connell has 15 years in Defense acquisition experience which includes cost estimating, pricing & negotiation, cost & compliance, commercial acquisition, and market-intelligence and tech scouting. Ryan has his MBA, DAWIA certifications in both contracting and program management, and has served on various roles/boards with National Contract Management Association (NCMA), Defense Entrepreneurs Forum (DEF), and Armed Forces Communication and Electronics Association (AFCEA). Tom Muir is an accomplished C-suite leader and former career senior executive with over four decades of leadership experience in the Federal Government, private sector and U.S. military. He currently supports Deloitte as a Specialist Executive working with Federal Government and public sector leaders to deliver breakthrough outcomes delivering on their agency missions. He previously served in senior executive leadership positions in the Departments of War, Veterans Affairs and Homeland Security, most recently serving as the Director of Administration and Management of the Department of Defense. Tom is a Presidential Rank Awardee for Distinguished Executive and received the Department of Defense Medal for Distinguished Civilian Service, the highest civilian award. He served over 26 years in the U.S. Army and was highly decorated for service in peacetime and combat including the Purple Heart and Air Medal for Valor. Tom holds two Master's degrees in strategy and a Bachelor of Science in Engineering from the U.S. Military Academy at West Point, New York.

Howard Byrd has been the Managing Director of Deloitte's Government (GPS) and Public Services Contracts team since April 2012. Prior to joining Deloitte Howard spent 15 years in the United States Air Force just over 10 as an active-duty officer and another 5 as a civilian. In his current role Howard leads Deloitte's contracts organization that provides contracts support to programs worldwide. In his current role he has responsibility for full life-cycle support to all of Deloitte's diverse GPS contracts portfolio, including management and compliance of Deloitte's GSA and other Government-wide contracts and vendor management activities as well as GPS Supply Chain Management activities including Purchasing System compliance.

Sara D. Corsetti is a distinguished procurement and contracting leader with over two decades of experience. She currently serves as the Contracting Division Chief for the Airspace Mission Planning Division for the Department of the Air Force Portfolio Acquisition Executive office for Command, Control, Communications and Battle Management (DAF PAE C3BM), Assistant Secretary of the Air Force for Acquisition, Technology and Logistics, at Hanscom Air Force Base, Massachusetts. In this capacity, she leads the Contracting organization of the division responsible for developing, delivering, and sustaining software that enables mission planning and C2 for joint service warfighters, providing a crucial link between data and decision-making.

Prior to this current role, she served as Contracting Technical Director for the PEO Electronic System, directing extensive contracting operations, overseeing the award of 5,970 actions with an obligated value of \$3.96B and spearheading major reorganizations. She was also Branch Chief in Kessel Run responsible for the All Domain Common Platform, where she managed a \$500M+ portfolio and championed initiatives that significantly improved acquisition speed and efficiency. Within the C3I&N Directorate, she advised on a \$20B Enterprise IT as a Service (EITaaS) strategy. Recognized for her ability to handle complex efforts, she has resolved protests, addressed critical migration delays, and streamlined processes to achieve major time and cost savings throughout her career.

Ms. Corsetti holds an MBA from Salem State University and a Bachelor of Science from Merrimack College. She is a warranted Procuring Contracting Officer (PCO) and Agreement Officer (AO), holding a Top Secret clearance. Her commitment to excellence has been recognized with multiple honors, including two Air Force Exemplary Civilian Service Awards.

Session 1: 9:00 am – 10:15 am; Room: LaCava 335



Presenter:

Nuno Montrond – Director at BDO USA

Session Topic: How Labor Law Shapes Construction Contract Performance

This session focuses on how labor law requirements intersect with construction contracts through the project lifecycle, from bidding and subcontracting to project execution and closeout. Attendees will learn how labor obligations are incorporated into contracts, how failure in wage payments, workers misclassification, why underestimating labor costs is a frequent driver of noncompliance, and how low bid-strategies can unintentionally increase contract risk, disputes, and enforcement exposure when labor obligations are not fully understood or properly managed.

Professional Biography

Nuno Montrond is a labor and employment compliance professional with extensive experience in construction labor law and contract risk. He spent more than 15 years with the U.S. Department of Labor, Wage and Hour Division, Boston District Office, and an additional four years with the Massachusetts Office of the Attorney General's Office, Fair Labor Division, where he enforced federal and state wage-and-hour laws on public and private construction projects.

Throughout his public sector career, Nuno investigate complex construction matters, involving prevailing wage requirements, workers classification, overtime, fringe benefits, apprenticeship compliance, etc. His enforcement work included multi-tier construction projects and high-risk industries where labor violations frequently escalated into contract disputes, payment withholdings, and both civil/criminal litigation.

At BDO, Nuno advises construction owners, contractors, and subcontractors on labor compliance, contract risk management, and enforcement readiness. His work focuses on integrating labor law obligations into construction contract administration, bid strategy, and project oversight, helping organizations manage risks in low-bid environments while maintaining compliance across federal, state, and private projects. Drawing on his enforcement background, Nuno brings a practical, real-world perspective to construction contracting, emphasizing how labor law compliance, directly affects contract performance, cost control, and project outcomes.

Session 1: 9:00 am – 10:15 am; Room: LaCava 375



Presenter:

Eric Poppe – Partner, Client Accounting Services at Aprio Advisory Group

Jacelyn Ferriell – Partner, Government Contracting at Aprio Advisory Group

Session Topic: Navigating a New Era of Federal Acquisition: GSA Centralization, Modernized Rules, and Strategic Positioning

This session will equip attendees with practical guidance on how to strategically position their organizations for success—operationally, through agile structures that align with GSA centric buying; financially, through optimized and defensible pricing strategies suited for commercial frameworks; and compliantly, by building systems and processes that withstand heightened oversight while enabling growth. Attendees will walk away with actionable insights to strengthen market posture and compete effectively in the modern federal acquisition landscape.



Professional Biography

Eric Poppe is a Partner, Managed Services in Aprio's Government Contracting Services Group. He is a CPA who works with companies of all sizes in a variety of industries to navigate and develop practical solutions when working with the federal government. Eric particularly enjoys working with organizations who are new to government contracting or emerging businesses. Eric is a strategic advisor that empowers his clients to use new accounting and/or reporting requirements, forecasting, internal controls, or other compliance requirements as a springboard for growth.

Eric has worked with government contractors from various industries, with a focus on professional services, manufacturing, and technology companies. Having spent his career at both Big 4 and other Top 25 firms, Eric brings an exceptional track record in helping companies develop practical solutions to drive growth when working with the government. When working with Eric, clients can expect to feel informed, guided, and supported by using thoughtful, causal, and helpful advisement techniques. His focus is on providing strategic guidance to companies in the areas of budgeting, forecasting, indirect cost rate development, and cost accounting compliance. He has deep expertise in evaluating and enhancing internal controls and business systems to meet regulatory standards, with a strong emphasis on compliance with the Federal Acquisition Regulation (FAR), Service Contract Act, Cost Accounting Standards (CAS), and the Defense Federal Acquisition Regulation Supplement (DFARS). He also supports internal audits and compliance & performance audits. Lastly, he has also advised companies during M&A integration activities to ensure alignment of practices with applicable government contracting requirements.

As a partner in Government Contracting at Aprio, Jacelyn is dedicated to supporting federal contractors. She leads the GSA consulting practice and oversees the firm's comprehensive federal joint venture selection. Her unique approach involves building trusted partnerships with each client, proactively identifying ways to mitigate risks associated with federal contracting, and helping clients increase their revenue through their federal business.

Jacelyn is exclusively focused on government contracting and possesses an in-depth understanding and hands-on experience. She brings 12 years of experience in federal contracting with a primary focus on GSA schedule consulting. She excels in proposal preparation, contract administration, and developing federal business strategies. Jacelyn also supports federal joint venture companies, guiding them through the complexities of compliance and helping them thrive in the federal marketplace.

Jacelyn's extensive experience and strategic approach to client service helps ensure that each client receives personalized and effective solutions. Her commitment to understanding their unique needs and goals fosters a collaborative environment where clients feel supported and empowered to achieve their objectives.

Session 2: 10:30 am – 11:45 am; Room: LaCava 305



Presenter:

Tim Taylor – Partner, Employment and Litigation at Holland & Knight

Session Topic: Thriving under the New Rules for Contractor Nondiscrimination

This session will cover how to succeed under the rapidly changing, high-risk rules for employment discrimination. Government contractors are subject to more scrutiny and significant liability—including the False Claims Act—for discrimination missteps. We'll discuss what counts as discrimination today, how to avoid it, and how to seize these changes as an opportunity for improving your organization and bettering your relationships with employees and customers.

Professional Biography

Timothy J. Taylor is an employment and litigation attorney in Holland & Knight's Tysons, Virginia office. He represents employers, companies, and individuals in high-stakes litigation, investigations and compliance matters across a wide variety of areas and, in particular, vis-à-vis government regulators. He serves clients in highly regulated industries, especially healthcare, energy and government contracts.

Before rejoining Holland & Knight, Mr. Taylor served as Deputy Solicitor of Labor, the second-in-command legal officer for the federal government's second-largest litigation department, housed in the U.S. Department of Labor (DOL). In that position, he oversaw a wide portfolio of litigation, enforcement, rulemaking and legal counseling for the agency's more than 450 attorneys at 23 client agencies. Mr. Taylor uses that experience to defend and counsel clients facing difficult employment and litigation issues, including DOL and Equal Employment Opportunity Commission (EEOC) investigations, discrimination claims, trade-secret and noncompete cases, executive employment agreements (and disagreements), and compliance with unclear and emerging areas of law. He is well-versed in prevailing wage and apprenticeship (PWA) matters.

Mr. Taylor graduated from Harvard Law School, cum laude, where he was an editor of the Harvard Law Review. Early in his career, he clerked for Judge Charles Lettow of the U.S. Court of Federal Claims and Judge Harris Hartz of the Tenth Circuit.

Session 2: 10:30 am – 11:45 am; Room: LaCava 325



Presenter:

Ed Morley – Principal at Ernst & Young (EY)

Rob Landry – Executive Contractor at Ernst & Young (EY)

Bill Thompson – Senior at Ernst & Young (EY)

Session Topic: Truthful Cost or Pricing Data (TCoPD) Compliance and Defective Pricing

This session will focus on the topic of Truthful Cost or Pricing Data (TCoPD) compliance and its impact on contractors regarding defective pricing claims. We will provide an overview of TCoPD regulations, define what constitutes defective pricing, and explore the nuances of compliance. Additionally, we will examine how compliance with these regulations directly influences post-award audits, highlighting the importance of maintaining accurate and transparent pricing data to safeguard against potential claims and achieve favorable audit results.



Biographies on the next page

Professional Biography

Ed Morley is a Principal in EY's Government Contract Services (GCS) practice. Ed has over 15 years of experience in supporting clients with a variety of services offered to assist clients in contracting with the Federal Government in the areas of accounting and contract compliance. He has extensive experience assisting Aerospace & Defense (A&D) clients globally as they build organizational frameworks and strategies to pursue business with the US government and improve operations to maximize existing opportunities. Ed assists clients to prepare compliance strategies, develop growth road maps, and address evolving industry trends, and has extensive experience with assessing regulatory and operational business systems, program management, and supply chain improvement.

Robert Landry is a contractor in Ernst & Young LLP's Government Contract Services (GCS) practice. Prior to joining GCS, Rob had over 35 years' experience in government contracting with the Defense Contract Audit Agency (DCAA) and was a member of DoD's Senior Executive Service (SES). His last position with DCAA was Eastern Region Director, where he strategically led approximately 650 employees in providing mission-critical contract audit and financial advisory services to the Department of Defense as well as other Executive Departments and foreign governments.

Bill Thompson is a senior in EY's Government Contract Services practice, based in Boston, MA. Since joining EY, Bill has worked on TINA compliance remediation matters, conducted business systems assessments, supported financial statement audits, and has helped contractors maximize cost recovery through overhead rate optimization. Prior to joining EY, he worked for a large government contractor where he held positions in finance and accounting. Bill has experience leading and supporting overhead rate audits, FAR compliance, and serving as a financial advisor for the contractor's international operations.

Bill holds a BS in Business Administration with a concentration in Accounting from Nichols College and serves as a board member and Treasurer NDIA New England Chapter.

Session 2: 10:30 am – 11:45 am; Room: LaCava 375



Presenters:

Dave Dudley – Executive Director of Contracts and Compliance and Managing Partner at Odyssey

Rob Weeks – Senior Contracts Director at Leidos

Keynote Title: Bridging the Gap: Strengthening Government-Industry Collaboration for Mission Success

This session is a panel, led by seasoned professionals with over 20 years of experience as Government Contracting Officers and industry leaders, provides a unique dual-perspective on effective Government–industry collaboration. Through real-world examples, attendees will gain insights into how Government decisions, processes, and communication practices impact contractor performance, cost, and schedule. The discussion will emphasize the importance of transparent and ethical communication in reducing inefficiencies while maintaining fairness, equipping participants with actionable strategies to enhance collaboration and drive mission success.



Professional Biographies

Dave Dudley serves as Odyssey’s Executive Director of Contracts and Compliance, where he leads the frameworks that guide acquisition execution, pricing strategy, and corporate compliance. He ensures the company delivers mission-aligned solutions efficiently and effectively across complex regulatory environments, with an approach grounded in precision, transparency, and alignment with customer expectations.

Dave brings nearly 25 years of acquisition experience across the U.S. Air Force, the Department of Defense, the General Services Administration, and private industry. He began his career as an Air Force officer and later served as a DoD civilian, holding roles including Contract Specialist, Contracting Officer, Chief of Pricing for the Electronic Systems Center, and Chief of Contracting for the Theater

Battle Control Division at Hanscom Air Force Base. Dave joined GSA in 2018 as the Region 1 AAS Contracting Director and later served as Sector Director for AAS Army, overseeing more than \$7 billion in Army-related contracts. During his government service, he held an unlimited Contracting Officer's warrant and earned FAC-C Level III and FAC-P Level I certifications. Dave is a graduate of the Air War College and holds a Master of Science in Management from Troy University and a Bachelor of Arts in Economics from Virginia Tech.

Rob is the Senior Contracts Director responsible for overseeing all contracting aspects of the Leidos Defense Sector Decision Advantage Business Area. The Decision Advantage Business Area delivers disruptive operational capability by integrating mission software, data, AI/ML, and multi-domain C2 to ensure resilient, mission-ready operations in the most complex environments.

Previously, Rob held key leadership positions across the Defense portfolio at Leidos and prior to his industry experience was the Contracting Organization Senior Functional, Digital Directorate, Air Force Life Cycle Management Center, Hanscom Air Force Base, Massachusetts. He was responsible for organizing, training and equipping contracting resources as well as serving as the senior contracting leader to the AFLCMC Digital Program Executive Officer. He led more than 220 Airmen, and government civilians in the acquisition of a \$19B portfolio containing ACAT, non-ACAT, technology transition and Foreign Military Sales programs.

Rob is a recognized thought leader in defense acquisition who not only understands the need for collaboration, adaptive acquisition & creative contracting strategies, but has successfully delivered solutions across large, complex programs. He brings over 20 years of leadership in defense acquisition having held key management positions within both government and industry.

Session 3: 2:15 pm – 3:30 pm; Room: LaCava 375



Presenters:

David Black – Partner and Co-Chair, National Government Contracts Team at Holland & Knight

Amy Fuentes – Partner at Holland & Knight

Session Title: What's New in Federal Contracting: A Procurement Policy Update

This session will provide an overview of the major developments in federal procurement law and policy over the past year. The past year has been like no other in the breadth and speed of procurement reform. Topics include the status of reform initiatives directed by Executive Orders, including the Revolutionary FAR Overhaul and the consolidation of procurement at the General Services Administration; new reform initiatives in defense acquisition directed by the Secretary of War memoranda; implementation of the Cybersecurity Maturity Model Certification requirement; changes to small business contracting programs; key decisions in the areas of bid protests and contract administration; enforcement trends; and developments in the area of data rights and patent rights.



Professional Biography

David Black is a government contracts and grants attorney and is co-chair of Holland & Knight LLP's National Government Contracts Team. Mr. Black's practice involves serving as a trusted advisor, problem solver and advocate for federal contractors, awardees and subcontractors in every stage of growth. He provides legal advice and representation to help his clients secure opportunities, enhance performance, mitigate risk and respond to threats. Mr. Black serves contractors and awardees in a broad array of industries, with an emphasis on innovative technology, cutting-edge products, professional services, healthcare, and research and development. His practice includes seasoned advice, representation in bid protests and contract disputes, counseling on the interplay between intellectual property and federal funding, negotiation of Other Transactions Agreements, federal funding awards (grants), subcontracts and subawards, joint venture agreements, and teaming agreements; and counseling on a wide range of compliance issues and approaches.

Amy L. Fuentes is a government contracts and grants attorney in Holland & Knight's Tysons office, where she maintains a nationwide practice advising federal contractors and grant recipients. She focuses on contract claims and appeals, requests for equitable adjustments, terminations, performance and CPAR disputes, bid protests, and complex compliance matters under the FAR, DFARS and agency supplements.

Ms. Fuentes regularly represents clients before the Armed Services and Civilian Boards of Contract Appeals, the FAA Office of Dispute Resolution for Acquisition, the U.S. Government Accountability Office and the U.S. Court of Federal Claims, achieving favorable outcomes in high-value disputes and protests across multiple federal agencies. She also counsels large and small businesses on U.S. Small Business Administration regulations, including 8(a), SDVOSB, WOSB, HUBZone, and mentor-protégé and joint venture arrangements, and advises on federal grants and cooperative agreements, M&A involving government contractors, and internal and government investigations.

Session 3: 2:15 pm – 3:30 pm; Room: LaCava 325**Presenter:**

Cara Wulf – Partner at McCarter & English

Session Topic: Protecting Federal Funding in a Time of Uncertainty

This session learn from experienced Government Contracts attorney Cara Wulf as she will walk through some lessons learned from contractor and grantees' experiences in 2025, and will provide some practical guidance for how to address and mitigate the impacts of these disruptions in the future. We will cover key strategies for recovering costs incurred as a result of Government actions, and proactive steps contractors and grantees can take now to prepare for additional uncertainty.

Professional Biography

Cara Wulf is a Partner at McCarter & English LLP. Cara focuses her practice on government contracts and regulations, and has over 15 years of extensive experience counseling clients of all shapes and sizes regarding compliance with federal, state, and local public procurement requirements. She also assists in litigation involving bid protests, claims, and other disputes before federal agencies, courts and the U.S. Government Accountability Office (GAO). Cara has experience on "both sides" of government contracting, having spent the first several years of her career working for U.S. Department of Defense agencies. Cara started her career as an Assistant District Counsel for the U.S. Army Corps of Engineers in Tulsa, OK, and also served as an Assistant Counsel and Trial Attorney for the Defense Contract Management Agency (DCMA) in Boston, MA.

Cara regularly advises contractors on navigating the Trump Administration's rapid changes in procurement requirements. Cara assists contractors in revising policies, procedures, and subcontracts to reflect changed regulatory requirements. Cara also helps contractors navigate ambiguous contract situations resulting from the rapid changes in procurement policy, and helps contractors resolve issues with their Government counterparts without the need for formal dispute resolution processes where possible, and make strategic decisions about disputes when necessary. Cara has helped contractors of many shapes and sizes in managing uncertain situations, and is well positioned to help attendees prepare for success in the changing regulatory environment.

Session 3: 2:15 pm – 3:30 pm; Room: LaCava 305



Presenter:

Jacqueline Unger – Partner at PilieroMazza

Session Topic: Government Contractors and Tariff Challenges: Strategies for Success

This session will explore recent tariff policy developments and their impact on costs and compliance. Our speaker will also discuss the DFARS tariff exemption, proven risk mitigation strategies and key approaches to preserving profitability and competitiveness in the face of tariff-related challenges. Gain practical insights into safeguarding your business against tariff-driven disruptions in the federal marketplace.

Professional Biography

As Chair of PilieroMazza's Government Contracts Group and Co-Chair of the False Claims Act Group, Jackie serves as a trusted legal advisor on a broad range of government contracting matters. She regularly helps firms navigate compliance issues, including those related to BAA and TAA and SBA's small business programs, handles procurement-related disputes such as bid protests and claims, negotiates subcontracts and teaming agreements, and represents clients in FCA investigations.

Session 4: 3:45 pm – 5:00 pm; Room: LaCava 325



Presenter:

Alex Mikhelson – Director at Baker Tilly

Session Topic: The Essentials of Government Property: FAR Fundamentals, DFARS Reporting, and DCAA's Expanding Role

This session will cover the essentials that contractors and contracting professionals need to know about government property management systems. Everything from what is government property, to the 10-outcomes prescribed in FAR 52.245-1, to the DFARS clause everyone should be paying attention to and concluding with the DCAA's ever expanding role in the government property space. Participants should expect to take back a fundamental understanding of the system but also key risk considerations.

Professional Biography

Alex is a Director with Baker Tilly's Government Contractor Solutions practice and brings nearly two decades of experience to the firm. Alex assists clients with a wide spectrum of Government Contracting and Grant compliance challenges from DFARS business system reviews, contract pricing, termination for convenience proposals, indirect rate structuring to audit and investigation support and resolution. Alex is also the practice's resident expert on Government Property and related challenges. Alex's background includes Financial Improvement and Audit Readiness, Government property management, business process re-engineering, managers' internal control program (OMB A-123), DoD acquisition and logistics, and forensic auditing.

Session 4: 3:45 pm – 5:00 pm; Room: LaCava 375



Presenter:

Ms. Shenê Commodore, CPCM, Fellow – CEO & Founder at Commodore Consulting

Session Topic: Building Meaningful Connections: Strategies for Networking Engagement

This session will explore a smarter, more collaborative approach to developing winning government proposals. Contractors often struggle to translate complex government requirements into clear actions across proposal teams and partners, leading to misalignment, inefficiencies, and weaker submissions. Beyond compliance, successful proposals require coordination across writing, pricing, negotiation, and marketing to present a cohesive and credible solution to the government buyer. Participants will learn how to:

- Translate government requirements into team-ready actions
- Align partners around the buyer's language and priorities
- Use AI to speed up strategy, writing, and pricing decisions
- Connect proposals, GSA schedules, and marketing into one story

Professional Biography

Shene Commodore, CPCM, Fellow is the CEO & Founder of Commodore Consulting, with over 30 years of experience in buying and selling to the government. As a procurement expert, she has led global government business development strategies, contract management, grant management, and GSA schedules processes. She has developed and facilitated numerous procurement and pricing courses for federal agencies and businesses; equipping contract teams with the knowledge to navigate government contracting successfully.

As an AI Certified Consultant, Ms. Commodore helps entrepreneurs integrate AI strategies to streamline operations and scale their businesses. She provides AI training for businesses of all sizes, helping them leverage technology for efficiency and growth.

A former government buyer, she brings insider insights into how agencies evaluate proposals, create RFPs, create pricing, and make award decisions. As a Certified Professional Contract Manager (CPCM), she holds expert-level knowledge in commercial and government contracts, procurement, and the FAR.

Shenê is a featured speaker at top national events like NCMA World Congress and the Government Contract Pricing Summit—and she's an international trainer, having delivered procurement, pricing, and business development training on behalf of the U.S. Department of State in countries such as Brazil, South Africa,

and the United Arab Emirates. Her sessions break down complex policies into clear, actionable strategies that empower participants to take immediate steps forward.

Ms. Commodore has served on the National Board of Directors for the National Contract Management Association (NCMA) and currently sits on its Board of Advisors. She has been recognized as one of the 25 Influential Women in Business by Minority Enterprise Advocate Magazine and received the 2024 Women Visionary Award from NCMA Tysons Chapter. She is also a previous recipient of the Security Industry Association's Government Policy Award for her leadership in addressing public policy challenges in the security industry.

Through Commodore Consulting, she helps businesses and government agencies with contract management, strategic planning, proposal writing, GSA services, and training—empowering organizations to win and manage government contracts with confidence.

Session 4: 3:45 pm – 5:00 pm; Room: LaCava 305



Presenters:

Paul Misci – Director of Contracts, Combat & Trainer Engines at GE Aerospace

Session Title: Lean Contracting: Selecting a CLM to Get What You Need When You Need it

This session will be a discussion of key processes used to select a Contracts Lifecycle Management (CLM) tool to include resource constraint analysis, technical capabilities, and tradeoffs.

Professional Biography

Paul Misci leads the Combat & Trainer Engine Contracts team at GE Aerospace, drawing on extensive experience with complex U.S. Government and international defense contracts. Prior to GE Aerospace, he held contracts, supply chain, and business operations leadership roles at Raytheon and RSI, including overseas assignments in the UAE and France. Paul is a graduate of the College of the Holy Cross, a Raytheon Leadership Development Program alumnus, and a Certified Program Manager.

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What EY Government Contract Services Can Do for You

Businesses working with the US government face complex regulatory requirements while striving to optimize program performance. EY offers a comprehensive suite of federal contract, financial assistance, and reimbursement services to help clients develop cost recovery strategies, implement governance and oversight frameworks, and ensure compliance across accounting, pricing, supply chain, ethics, labor, and reporting. We also provide strategic support for disputes and litigation.

For companies involved in healthcare reimbursement and drug discount programs, EY delivers specialized services to enhance economic value, manage compliance risks, and leverage advanced analytics to detect and address potential noncompliance and revenue leakage.

Cross-Sector Government Contract Consulting

EY supports clients navigating the unique statutes and regulations of US government contracts and grants. Our services include developing pricing, cost accounting, and compliance infrastructures, as well as assisting with government audits, investigations, and disputes. We design and implement operational frameworks, cost accounting systems, business processes, and internal controls to meet government standards.

Drug Pricing and 340B Program Optimization

EY helps companies in government healthcare reimbursement and drug discount programs improve economic outcomes and reduce compliance risks. Our services cover revenue management, gross-to-net operations, government drug pricing calculations and reporting, Medicaid, Medicare, and commercial rebate processing, and compliance remediation. Using advanced analytics, we analyze large data sets to identify trends, anomalies, root causes of noncompliance, and potential revenue leakage.

Key Solutions:

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- Cost Accounting Standards (CAS) and government contract cost accounting
- DFARS business systems, processes and controls

- Preparation and response to government audits
- Grant compliance and management for commercial organizations and nonprofits
- Government contract transaction support

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McCarter guides companies through the complexities of contracting with the Government. From commercial manufacturers and service providers to traditional aerospace and defense contractors, any company doing business with the US Government, state agencies, or foreign buyers is presented with tremendous opportunities . . . and a maze of regulations, statutes, and policies. As prime contractors or subcontractors, selling to any government supply chain is rife with regulatory landmines in this highly complex arena.

McCarter's Government Contracts lawyers help clients avoid trouble, resolve problems, secure opportunities, and benefit throughout the business lifecycle. By listening to our clients' wants, understanding their needs, and applying our vast years of regulatory proficiency and business savvy, our team can adeptly and efficiently analyze, assess, and, if need be, avoid, complex government contracts issues for companies of all sizes in all sectors of industry who sell to government agencies.

Our adaptive practice covers a range of industries, including construction, defense and aerospace, education, federal research, healthcare, information technology, software, and transportation.

We guide our clients through the unique challenges involved in federal, state, and municipal government contract acquisition and trade regulations, including FAR, DFARS, ITAR, EAR, and OFAC sanctions programs. We provide practical and shrewd litigation experience in the areas of bid protests, contract claims, and False Claims Act (FCA) defense. Clients benefit from our team's proactive development and implementation of innovative, tailored, and comprehensive corporate compliance programs to satisfy demanding statutes and regulations.

Our Global Trade team takes the complexity out of international trade relations for importers, producers, and exporters doing business across borders. We help our clients exchange goods and services efficiently while achieving full compliance with associated laws and regulations. We offer experienced counsel for all aspects of the criminal process from grand jury investigations to post-indictment proceedings, including arraignment, trial, sentencing, appeal, and post-conviction remedies. Visit us at

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Capital Edge is the largest independent consulting firm focused exclusively on organizations that do business with the government, serving over 225 clients annually. We help mission-driven teams turn regulatory complexity into advantageous outcomes.

Our services span every industry, stage, and function that touches federal funding, across the government contracts and grants lifecycle from strategy through execution. Whether entering the federal market, scaling operations, or advancing strategic initiatives, we help teams get compliant, stay compliant, and move their missions forward.

Find more information at <https://capitaledgeconsulting.com/>.



RTX serves customers in the commercial aerospace and defense industries. We combine complementary technology offerings and world-class engineering teams to deliver innovative solutions. Every day, more than 185,000 employees across our company and its three businesses – Collins Aerospace, Pratt & Whitney and Raytheon – work as one to answer the biggest questions and solve the hardest problems in aerospace and defense. To put their work in perspective:

- Every second of every day, an aircraft carrying RTX technology takes flight.
- 90% of all Department of Defense and commercial space launches are supported by our products.
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Collins Aerospace specializes in advanced structures, avionics, interiors, mission systems and power and control systems that serve customers across the commercial, regional, business aviation and military sectors. Pratt & Whitney designs, manufactures and services the world's most advanced aircraft engines and auxiliary power systems for commercial, military and business aircraft. At Raytheon, the foundation of everything we do is rooted in our values and a higher calling – to help our nation and allies defend freedoms and deter aggression. We bring the strength of more than 100 years of experience and renowned

engineering expertise to meet the needs of today's mission and stay ahead of tomorrow's threat. Our team solves tough, meaningful problems that create a safer, more secure world.

Our values – which span across the enterprise – drive our actions, behaviors and performance with a vision for a safer, more connected world. We prioritize safety in every aspect of our work. We act with integrity and do the right thing. We embrace diverse perspectives and treat others the way they want to be treated. We honor our commitments, expect excellence and take pride in our work. We share insights, learn together and perform as a team. We experiment, design, build and transform with speed and agility.

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Odyssey is a world-class technical, engineering and integration company serving the warfighting ecosystem with airborne integration, ISR, C2 and warfighter readiness capabilities. Odyssey meets the military's operational needs by integrating layered defense systems from equipment, technology and services to data, information and business operations. The company accelerates defense systems acquisitions, providing better and a greater value to the U.S. government with expertise, execution and solutions. We bring industry insight and domain-specific proficiency to augment capability and carry the voice of the warfighter throughout acquisition and program management.

Odyssey supports U.S. Department of Defense and federal government customers, including the U.S. Air Force, Space Force, Army, Navy, Missile Defense Agency, and other national security organizations. With employees located at government sites across the country, Odyssey delivers embedded, mission-aligned expertise where and when it matters most.

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BAE Systems, Inc. is headquartered in Falls Church, Virginia, employing more than 35,000 people with operations in 30 U.S. states, the UK, and Sweden. BAE Systems, Inc. is part of a global defense, aerospace and security company with approximately 89,600 employees in more than 40 countries.

BAE Systems, Inc. ranks among the top 10 prime contractors to the U.S. Department of Defense and delivers a range of products and services for air, land, sea and space, as well as advanced electronics, intelligence, security, and IT solutions and support services.

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With more than 1,100 government contracting clients ranging in size from emerging businesses to Fortune 100 companies, and over 200 professionals dedicated to recipients of federal funds, BDO is an established leader in accounting, advisory, and consulting services for the government contracting industry. Our professionals include former government officials and industry executives, experienced auditors and longtime advisors providing insightful perspectives and experiences across a broad range of challenges and contexts. We serve clients at any stage of the contract lifecycle, from the initial pursuit of federal funds to contract closeout.

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Our professionals, who hail from coast to coast and around the world, bring diverse perspectives, experiences and points of view to help you discover what's possible. As Value Architects™, we draw upon our natural sense of curiosity to uncover new opportunities with our clients and build new blueprints for success.

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In our profession, integrity and trust are nonnegotiable. Our clients trust us to handle sensitive information and guide their business. Our people trust us to make the right decisions for our organization — and make good on our promises. Integrity is the cornerstone of our relationships with clients and each other, building trust and protecting our reputation, which is why integrity is one of Baker Tilly's core values. Throughout the year, we keep ethics front of mind with top-notch training, including annual independence compliance and automated investment monitoring, an ethics training road map, access to an ethics hotline and a code of ethics that guides us every day.

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PilieroMazza is the go-to law firm for companies doing business with the federal government. The Firm's Government Contracts Group assists clients with all aspects of federal procurement. Our attorneys advise government contractors in forming strategic relationships, including joint ventures, mentor-protégé agreements, and teaming and subcontracting agreements. We also regularly file and defend bid protests in all protest forums.

With our in-depth knowledge of SBA programs for small businesses, PilieroMazza helps contractors navigate these programs and defend or challenge eligibility through SBA protests and appeals. Additionally, we handle a wide variety of federal regulatory compliance and government investigation matters, as well as contract claims, REAs, and appeals.

PilieroMazza attorneys place a premium on personalized client service and a collaborative approach with our colleagues in Business & Transactions, Construction, Labor & Employment, and Litigation & Dispute Resolution to deliver holistic and effective solutions. To learn more, visit us at www.pilieromazza.com or contact Jackie Unger, Chair of our Government Contracts Group, at junger@pilieromazza.com.



CobbleStone provides contract, vendor, and e-procurement management software. Our software is used by hundreds of organizations spanning the globe. Thousands of legal, sales, and procurement professionals use and trust CobbleStone Software for their contract, sales, and procurement needs.

CobbleStone Software is cloud-based or deployed (on-premise) and used by many leading companies, state and local governments, and other regulated organizations world-wide. Our platform hosts over 3 million contract transactions and billions of dollars in contract value. We have been providing contract software as a Software as a Service (SaaS) longer than any other contract platform. CobbleStone is a Federal GSA vendor, SOC 2 reviewed, reviewed by Gartner, Forrester, and Dunn & Bradstreet. We are a Microsoft, Oracle, DocuSign, Adobe, & Salesforce partner. We focus on contract lifecycle management software and associated procurement software.

CobbleStone's mission is to provide the most advanced, cost-effective, and user-friendly contract and procurement management software applications that enable employees to do their best work.

- Our software products and staff go above and beyond the expectations of each other and our clients.
- We take a pledge to follow our Code of Conduct.

- We take a pledge to respect our clients, our co-workers, our environment, and ourselves.
- We strive to be successful by exemplifying sincerity, personal integrity, humility, courtesy, wisdom, and charity.

Our products and software solutions should continue to evolve to meet modern-day business needs.

CobbleStone Software has a proven track record providing contract management software with industry-leading flexibility and features designed to meet the unique needs of your organization. Our solutions are the result of millions of dollars of research and development, thousands of hours, client feedback, and industry "know-how". CobbleStone Contract Insight's - The Ultimate Contract Management Software® - features set in the contract management software marketplace are unprecedented. It is about thinking long term, being responsive, and understanding the power of organization governance. We believe this is the right way to do business, and our satisfied customers would surely agree.

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Founded in 1995, CobbleStone was among the first and most experienced companies to offer a contract management software product, and we continue to be a leader with full contract lifecycle management and e-Procurement software.

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