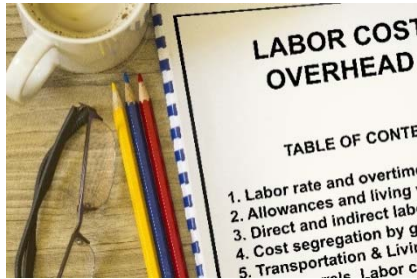


Free Webcast – Indirect Rates for Cost Plus Contracting

Thursday, September 7, 2017 - [Contact the JARI PTAC for details!](#)



With Cost Plus contracts, understanding fringe, overhead and general & administrative (G&A) rates is critical for pricing, billing, costing and reporting. Cost Plus contracts create more opportunities, larger and longer contracts; but you must manage indirect rates so you don't overrun the contract and end up losing money.

Target Audience: Small Business Owners, Accountants

About Presenter: Jenny W. Clark helps small businesses win more federal contracts by showing them



how to apply cost and pricing strategies that are flexible, competitive and profitable. With over 30 years of experience implementing accounting systems, Jenny found that the software for federal contractors, including Deltek GCS Premier and Costpoint, was just too expensive and overwhelming for most small businesses. To bring down the cost and improve results, she developed DCAA Compliant QuickBooks Boot Camp and her Prime Focus coaching programs. Her training series and coaching programs start with a DCAA Compliant Chart of Accounts, then explain

indirect rates such as fringe, overhead and general and administrative (G&A), and finally show executives how to adapt the Solvability Rate & Pricing Model (RPM) to develop competitive bid rates.

Jenny Clark has a BA in Economics from Agnes Scott College and a Masters in International Business Studies from the University of South Carolina. She founded Solvability in 1997 in Huntsville, Alabama and relocated to Tampa Bay in 2013. In 2016, she launched the Florida GovCon Podcast, serving small businesses in the aerospace and defense industry and helping veterans along the way. She hosts an annual training conference in Tampa called the Florida GovCon Summit.