

NATIONAL CONTRACT MANAGEMENT ASSOCIATION

This is NCMA!



Business Success Through Contract Management Excellence

NATIONAL CONTRACT MANAGEMENT ASSOCIATION

Mission

Our mission is to advance the contract management profession.



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Vision

- Contract management is viewed as an essential business management function
- People will see this as a challenging and rewarding profession
- Universities provide more contract management programs



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Current Contracting Environment

- Budget Austerity
 - Leveling off of Unprecedented Increases in Contracting
 - Reduced Staffing/Furloughs
 - Increased Use of LPTA v Best Value
 - Fewer training dollars
 - Increased Protests
 - Increased Terminations
 - Increased Disputes, suspensions, debarments and Claims
 - Company Diversification/Merger/Acquisition
 - Make or Buy Decisions gain more meaning
 - Tension between Government civilian FTEs vs contractors



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Current Contracting Environment

- More Emphasis on Program Performance
- Greater Contracting, DCAA, DCMA backlog
- Decreased Government/Industry Communication
- Difficult to Plan due to Uncertainty
- Delayed awards
- More formalized and “arm’s length” relationships
- Increased Emphasis on Contract Surveillance



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Current Contracting Environment

Areas to understand

Building Relationships

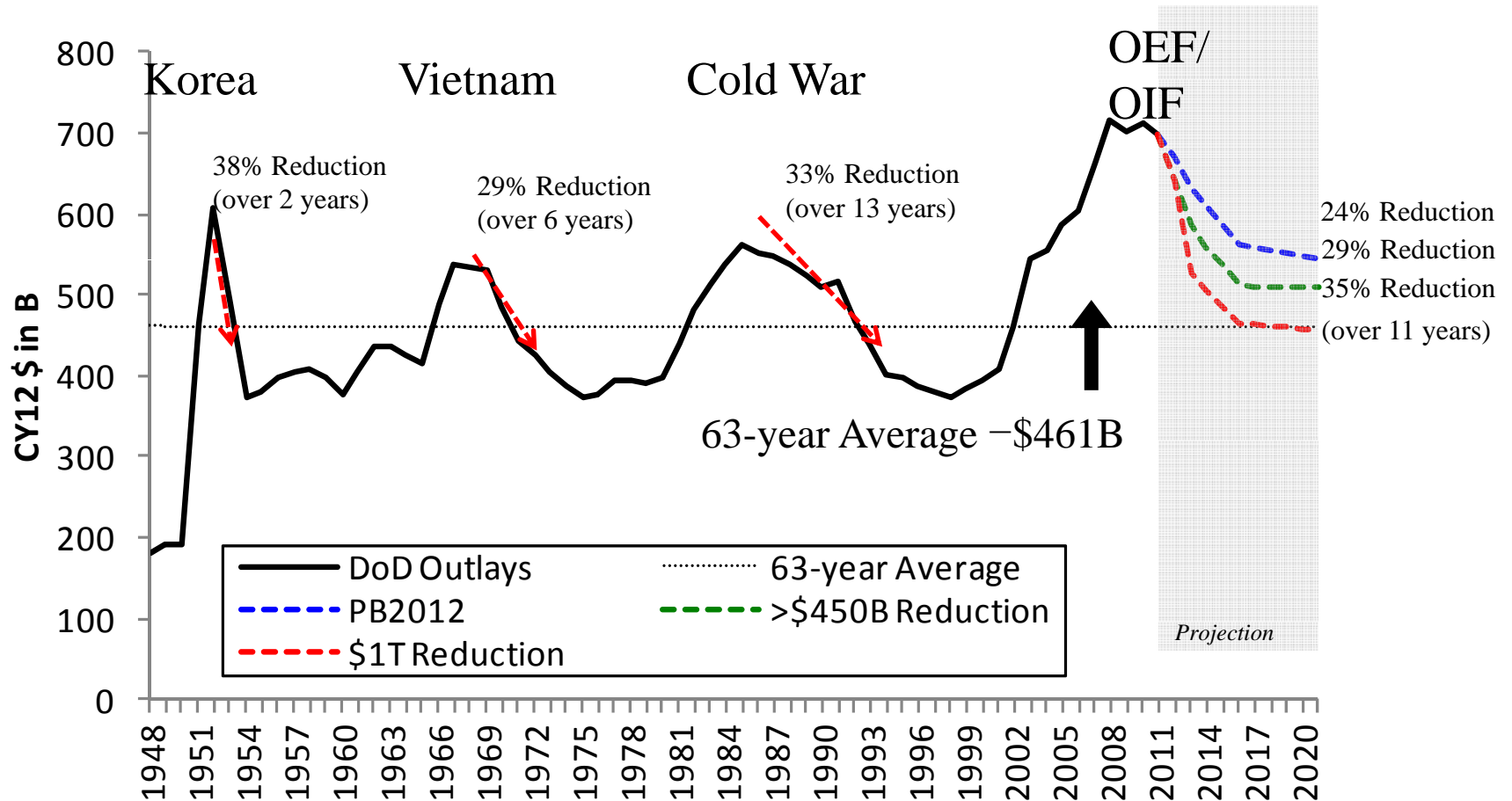
- Better Buying Power
- Defining Requirements/writing Statements of Work
- GWACs/MACs/Schedules
- Cost and Price Analysis
- Truth in Negotiation's Act
- Competition
- Small Business/socio-economic goals and performance
- Contractor payments and cash flow
- Competitive Sourcing
- Novation Agreements
- Communication (oral and written) Skills
- Building Your Credentials



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Current DoD funding reductions equate to previous post-war drawdowns



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NCMA Statistics – The First 50 Years

NCMA has reached some impressive milestones over the last 50 years –

- More than 50,000 people have volunteered.
- Over 100,000 National Education Seminar attendees since 1986.
- More than 400,000 Journals delivered since 1966.
- Over 650,000 copies of *CM* Magazine delivered since 1976.



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Governance and Management

- NCMA is an individual membership association governed by volunteer members who are elected officers (NCMA Board of Directors). This board is composed of 22 leaders within the contract management profession and is the association's national governing body.
- NCMA's lead staff officer, the executive director, is responsible for managing the association's day-to-day operations including planning, organizing, staffing, directing and controlling all programs and function. The NCMA staff of 26 people is headquartered in Ashburn, VA.
- NCMA is a 501 (c)(6) not-for-profit organization



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Strategic Objective 1

Expand Advocacy and Outreach for the Profession

It is our intention that contract management will be recognized as an essential business management function for all organizations, and that NCMA is the preeminent neutral forum for contracting professionals in government and industry.



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Strategic Objective 2

Create Standards for the Profession

NCMA's standards for the profession will be adopted by government, industry, and academic institutions. across multiple domains as a framework for best practices.



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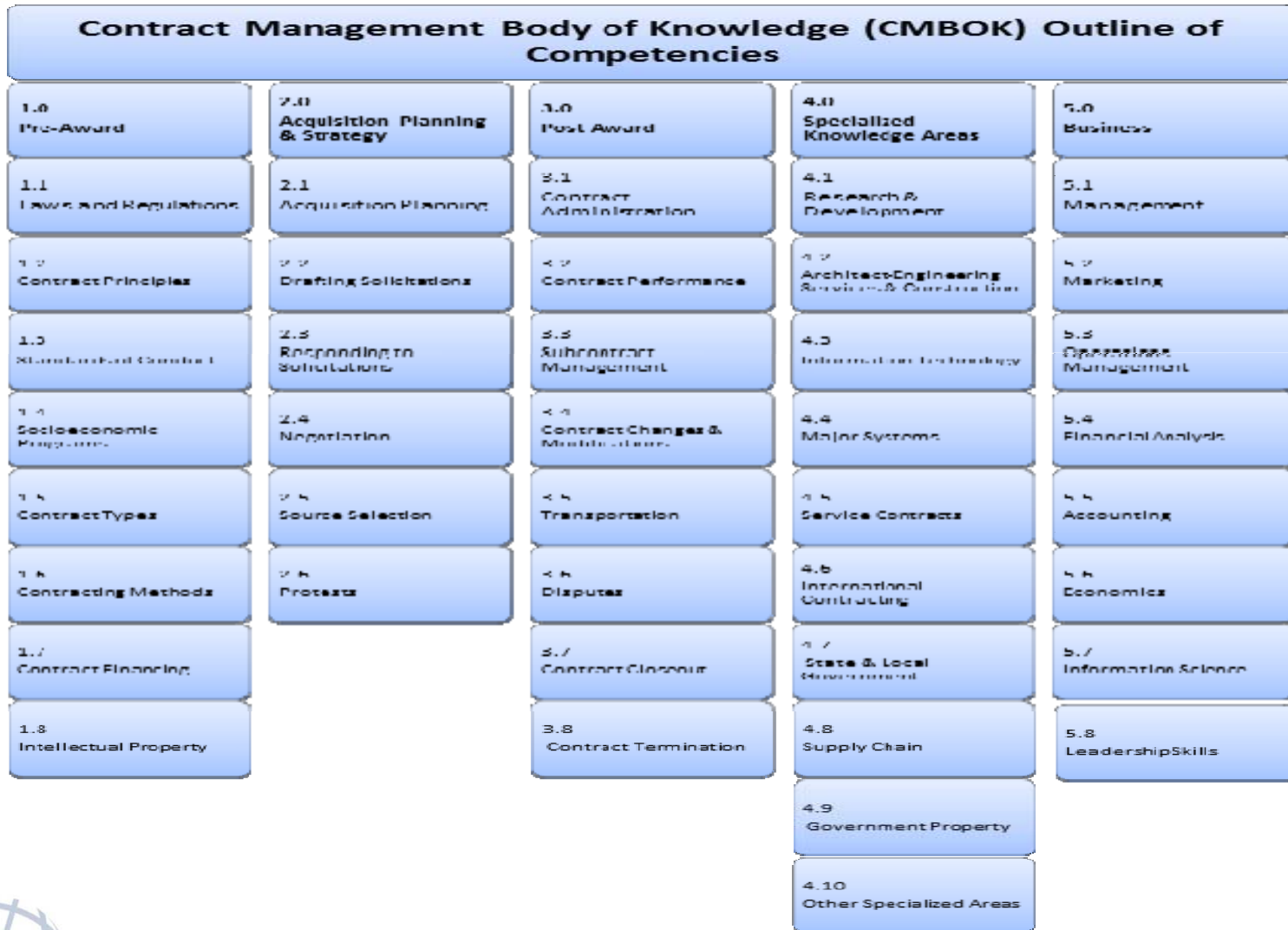
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Standards Initiatives

- Contract Management Body of Knowledge
 - Learning Objective alignment to CMBOK competencies included in ALL training (i.e. plenary and panel sessions)
 - Competencies are the Standard for all NCMA provided training
- OPM Approved ADTF Training
 - Intend to obtain World Congress and blanket approval
- Accreditation
 - Working Group of NCMA leaders



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Strategic Objective 3

Create Programs and Services to Help People Enter the Field and Progress Within It

NCMA will provide professional development opportunities for people in all stages of their careers—from entry through advancement, and potentially transitioning out of the field.



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Strategic Objective 4

Maximize Value for Members

NCMA will provide value to members through a wide range of programs and services delivered via traditional in-person and technology-based modes.



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What does NCMA offer?

- Community
- Credentials
- Learning
- Information
- Networking
- Advocacy



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Community

- **Membership:** Over 22,000 members! NCMA's membership is representative of small businesses, government contractors, federal agencies, Fortune 500 companies, state and local government, commercial business, professional services, and academia.
- **Chapters:** More than 115 chapters across the U.S. and internationally including a virtual chapter.
- **Awards and Honors:** 17 award programs to honor NCMA volunteers, chapters, members, and nonmembers for their professional and volunteer efforts.
- **Communities:** NCMA Communities are a medium for contract management professionals to connect with individuals with similar interests to ask questions and share knowledge.
- **Corporate Sponsors and Education Partners:** NCMA has strong affiliations with the profession's leading businesses and agencies each offering services and opportunities that positively impact acquisition professionals.



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Credentials

"Demonstrating professional mastery."

NCMA's certification program is designed to elevate professional standards, enhance individual performance, and designate those who demonstrate knowledge essential to the practice of contract management.

- Certified Professional Contract Manager (CPCM)
- Certified Federal Contract Manager (CFCM)
- Certified Commercial Contract Manager (CCCM)
- Industry Certification in Contract Management - Defense (ICCM-D)
- Industry Certification in Contract Management - Federal (ICCM-F)



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Learning

"Developing the professional knowledge, skills and abilities to succeed."

Face-to-Face

- **Chapter meetings:** More than 750 events held annually worldwide.
- **National Education Seminars:** 45 sessions annually—1,800+ attendees.
- **Accelerated leadership training:** Contract Management Leadership Development Program (CMLDP) gears up the next generation of professionals.
- **National education conferences:** NCMA's annual conferences—World Congress, Government Contract Management Conference, and the Aerospace and Defense Contract Management Training Forum—serve more than 3,000 attendees every year.
- **Education Partners:** More than 20 establishments with hundreds of continuing education, undergraduate, and graduate programs.
- **Headliner Series** (new)



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Learning

"Developing the professional knowledge, skills and abilities to succeed."

Virtual

- **Webinars:** Live online events with more than 2,000 participants annually.
- **Virtual Conferences:** Affordable and convenient—no company time needed for travel, no travel expenses, and an unlimited number of people can attend per site registration.
- **Online Preparatory Courses:** Prepare to take your NCMA certification by enrolling in an asynchronous course led by expert instructors.
- **Education on Demand:** Tune into the recordings of past webinars, virtual conferences, and annual conferences at your convenience.
- **E-courses:** Self-paced courses to develop and improve job proficiency. Initial deliveries beginning September 2013, eventually covering all CMBOK competencies



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Information

"Providing the information needed to perform effectively."



- **Contract Management magazine:** Repeatedly rated as the number one NCMA member benefit.
- **Journal of Contract Management:** Annual, peer reviewed research publication, eventually twice/yr
- **Bookstore:** Houses more than 20 highly-recommended publications.
- **CM News:** Bi-monthly e-newsletter provides current information for the profession and professional development opportunities.
- **Current and evolving standards:** NCMA's research into best practices, trends, member needs, and working conditions provide a benchmark for our members, customers, and organizations. Results can be found in *Salary Survey 2011* and *Position Standards for the CM Profession*.
- **NCMA Website:** With a wealth of information (e-newsletters, archived articles from our magazine and journal, conference presentations, digital versions of the resource guide and magazine, contractmanagementjobs.com) there is no surprise why the site receives 40,000 visitors monthly.

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Networking

"Connecting members to the people, organizations, tools and services that matter to them."

- **Chapter meetings** – in person and virtually
- **National Education Conferences**
- **Virtual Conferences**
- **NCMA Communities**
- **Job Fairs:** during World Congress and the Government Contract Management Conference (GCMC)
- **Social media:** Facebook, LinkedIn, Twitter



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Advocacy

"Doing together what we cannot do individually."

- NCMA represents and advocates for the contract management community and profession—its members, organizations and practices—to the people and institutions that matter.
- NCMA does not lobby.
- Informational emphasis vs. legislative agenda.
 - Provide information on legislation and regulation to members.
 - Obtain feedback and share with appropriate bodies.
 - Position papers on important issues: informational only.
- Stay informed and provide feedback through NCMA's Web site or send.



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Advocacy and Outreach Initiatives

- Senior Government and Industry Leadership
 - Meeting with OFPP, OPM, CAOs, SPEs, CEOs, VPs...
 - Congress
- Organizational
 - Procurement Roundtable, OMB, FAI, DAU, VA Academy
 - Chamber of Commerce
 - PSC, AIA, AFCEA, NDIA...
- Media
 - Government Executive, Bloomberg, Federal News Radio, Federal Times
 - Government Contract Weekly TV



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Advocacy and Outreach Initiatives (continued)

- Task Forces and Working Groups
 - GAO Federal Accounting Standards Board
- Career Fairs
- International Inquiries



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Strategic relationships

- Office of Federal Procurement Policy
- APTAC-Procurement Technical Assistance Centers
- The Armed Forces Communications and Electronics Association (AFCEA)
- Defense Acquisition University (DAU)
- Professional Services Council (PSC)
- Society of Cost Estimating and Analysis (SCEA)
- More than 35 NCMA Education Partners and Corporate Sponsors



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Contact Us!

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