

FOR IMMEDIATE RELEASE  
January 22, 2007

CONTACT:  
Eryn Travis  
202-255-1911

CENTRE CONSULTING ANNOUNCES NEW CENTRE POINTE NEWSLETTER  
*New product combines the latest news with expert analysis to help contracting professionals navigate the ever changing world of GSA schedules and IDIQ contracts.*

VIENNA, Va – January 22, 2006 --- [Centre Consulting](#) is proud to announce the release of Centre Pointe, a concise, easy-to-read newsletter that provides accurate, timely and trustworthy advice to service contracting professionals on GSA schedules and IDIQ contracts.

“Centre Pointe will save you hours of time researching the issues we already know the answers to and will jump start your GSA schedule business,” Centre President and co-founder Barbara Kinosky said.

The inaugural issue includes articles covering codification of requirements for ordering services on the GSA schedule, new rules governing time and materials contracting, and the SARA Panel’s recommendations on time-and-materials contracting and the acquisition of service.

Kinosky said that Centre Pointe exhibits the features that have made Centre Consulting a success. “The articles are informative, with a legal slant, but practical as well. They are designed to help the GSA or multiple award contract vendor grow government business without being blindsided by unexpected changes in regulations or legal precedents,” she said.

Each issue will include an in-depth feature article on GWACs, GSA schedules and/or multiple award contracts; a summary of recent cases, protests and FAR changes; a monthly feature targeting a specific compliance issue; a GSA contracting news summary; a section targeted toward small business needs; a tutorial feature covering topics from ordering to getting started with a schedule; and a question and answer section.

A subscription to Centre Pointe also includes an annual September subscriber only audio roundtable, an annual GSA compliance survey, one free hour telephone conference with a Centre expert and a preferred subscriber registration to FCI’s Annual Review.

Kinosky said she encouraged subscribers to post questions to the newsletter’s question and answer section. “Centre Pointe is based on our practice and we want our clients and readers to contribute as much as possible. We want our readers to let us know if there is a topic or development they’d like to see covered in more detail,” she added.

To subscribe, call 703-288-2800 x231 or [centrepubs@centreconsult.com](mailto:centrepubs@centreconsult.com).

- # # # -

Located in Vienna, Virginia, Centre Consulting offers comprehensive expert advice and training on all aspects of federal contracting to government and industry clients across the globe.

**FOR IMMEDIATE RELEASE**

**CONTACT: Eryn Travis**

**February 6, 2007**

**202-255-1911**

**CENTRE CONSULTING ADDS TRAINING ON SUBCONTRACTING AND EXPORT CONTROL TO ITS SPRING SCHEDULE.**

*Centre Consulting's Federal Contracting Institute, the leader in federal contracting training, will repeat its highly successful 2006 Subcontracting and Export Control seminars to help professionals meet current demands.*

February 4, 2007 – Vienna, Va – Recognizing the current demands facing contracting professionals, Centre Consulting's Federal Contracting Institute (FCI), has added two new seminars to its spring schedule: Subcontracting Issues, to be held on February 8<sup>th</sup> and repeated on May 22<sup>nd</sup>, and Export Control on April 18<sup>th</sup> through 19<sup>th</sup>. All will be held in the Washington DC area.

“In these meetings, and in all of Centre's training opportunities, attendees leverage Centre's rare blend of legal expertise and federal contracting to find federal market solutions that are timely, efficient and legally effective,” Barbara Kinosky, Centre Consulting President and co-founder said.

The Subcontracting conference, titled “Subcontracting Issues – From Both the Prime and Subcontractors' Perspective,” will cover the complex relationships between the federal government, prime contractors and subcontractors. This course is designed for negotiating subcontracts and managing subcontractors. After completing this course attendees will understand contract flow-down clauses, consent clauses, make or buy plans, privity, sponsorship, and subcontracting plans.

The Fundamentals of Export Controls Compliance program will provide attendees with a strong foundation for understanding U.S. export control laws and regulations needed to successfully implement and monitor an effective export compliance program. Attendees will learn how to develop and audit an export compliance program; determine the export classification of a product; decide whether a license or other government authorization is required prior to export; use license exemptions; screen international transactions; identify potential areas of concern in exporting goods and services; and evaluate when it's appropriate to submit a voluntary disclosure.

More information on both of these conferences and Centre Consulting's many other seminars can be found online at <http://www.centreconsult.com/calendar.asp>.

- # # # -

Centre Consulting offers comprehensive expert advice and training on all aspects of federal contracting to government and industry clients across the globe. Centre's Federal Contracting Institute (FCI) is the leader in providing current, interactive, and innovative training on all aspects of federal contracting. Centre's FCI provides public and in-house training to government agency personnel and government contractors.