



VGM on location...

Competitive Bidding: Preparing for Round Two

Join Us!



AIHMES, KMESA and VGM have joined together to bring you this seminar on:

**April 1, 2008
Columbus, Ohio**

Hotel Information:

TBA

To register:

Fax the attached form to 800.568.7039 or visit www.vgmeducation.com

For more information:

Alan Morris or Jamie Blomme at 800.642.6065 or e-mail NCBhelp@vgm.com

VGM NCB Services
1111 West San Marnan Dr.
Waterloo, IA 50701
www.vgmncbervices.com

This one-day educational seminar will be presented by the VGM National Competitive Bidding Staff. Breakfast and lunch are included and you will gain valuable knowledge in the areas of:

Current Status of the Competitive Bidding Program

- Who is affected?
- What product categories are included?
- Bidding eligibility, rules and regulations
- Evaluating the bids and awarding contracts
- Payments under Competitive Bidding Grandfathering
- Other significant provisions

Network & Subcontracting Opportunities

- Eligibility, rules and regulations
- Definition of small supplier
- Minimum contract awards

Lessons learned from Round 1

Bid Preparation

- Nuts and bolts of the DbidS (electronic bid submission system)
- Financial measures
- Forms and required data
- Understanding your true costs
- Bidding strategies

Accreditation, Quality Standards and Washington Update (Optional)

VGM National Competitive Bidding Services is committed to being the industry's top resource. We are driven to educate and assist our members through the competitive bidding process, providing the necessary resources and ensuring their best chance at making the proper bidding decisions. Whether you choose to bid as an individual, join a network, or take advantage of subcontracting options, VGM NCB Services has the tools you need.

"While VGM remains active in the fight to halt competitive bidding via the judicial system and support of mitigating legislation, we recognize the industry must be prepared."

Ron Bendell, President
VGM & Associates



**NATIONAL
COMPETITIVE
BIDDING
SERVICES**

Registration Form

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VGM Member # _____

State Association Affiliation _____

State Association Member # _____

Name _____ Title _____

Company _____

Address _____

City _____ State _____ ZIP _____

Phone () _____ Fax () _____

E-mail _____

Payment Method

Master Card Visa Am Ex Check VGM Account

Credit Card # _____ CVV2 (required) _____

Expiration Date _____ Name on card _____

Additional Attendees:

Name _____ E-mail _____

Name _____ E-mail _____

Name _____ E-mail _____

Total number of registrants _____

Total registration cost \$ _____

Registration Fees

VGM or State
Association Member **\$229**

Additional Member Registrant
(same company) **\$179**

Non-Member **\$279**

Additional
Non-Member Registrant
(same company) **\$229**

Cancellations must be made 7 days
prior to the event. Late cancellations
will be responsible for registration fees.

Please fax completed registration form to 800.568.7039 or visit
www.vgmeducation.com to register online.

For additional information please contact Alan Morris or Jamie Blomme of
VGM National Competitive Bidding Services at 800.642.6065 or e-mail
ncbhelp@vgm.com.

Notice: VGM reserves the right to cancel or reschedule any event. If we
cancel or reschedule, registered attendees will be notified immediately.
Prepaid registered attendees will be eligible for a full refund or can
reschedule for another event.