

Government Contractor Dinner Series

Playing to Win – Using Government Contracts Award Procedures and Bid Protests to Gain a Competitive Advantage

Seasons 52, San Diego - UTC
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Government Contractor Dinner Series

Hosted by Sheppard Mullin, Bank of America, Levitzacks and Lockton

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6:00 p.m. - 9:00 p.m.

Seasons 52

San Diego - UTC
4505 La Jolla Village Drive
San Diego, CA 92122
Directions | Website

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The government contracts award process is burdensome and complex. Procurement rules are generally applied rigidly and in a manner that emphasizes procedure over substance. It often seems that evaluators and source selection officials are motivated as much by the desire to avoid a successful bid protest as they are by the fundamental goal to obtain the best products and services for the government. This is a source of great frustration for government contractors. But it can also be a source of opportunity. Specifically, well informed contractors can leverage their understanding of procurement rules and bid protests to obtain a competitive advantage over less sophisticated competitors.

This program will provide practical tips for increasing the likelihood of award based on procurement procedures and historical lessons learned from the bid protest process. Topics to be addressed include influencing the acquisition strategy, analyzing solicitation defects, drafting more effective solicitation questions, the efficacy of pre-proposal protests, avoiding common proposal pitfalls, maximizing the utility of debriefings both offensively and defensively, and protesting flawed procurements in a cost effective manner.

About the speaker

Keith Szeliga is a partner in the Government Contracts, Investigations & International Trade Practice Group in the firm's Washington, D.C. office. He is also a member of the firm's Aerospace and Defense Industry Team. Keith represents clients ranging from small businesses to the nation's largest defense contractors in a broad

range of Government contracts matters, including bid protests, compliance, mergers and acquisitions, audits and investigations, subcontracts and teaming agreements, and CDA claims and appeals.

Questions or to RSVP? Please contact Felice Li via email or 858.720.8922.