Public Contracting Institute: GovCon Express 2023

04.19.2023 | 2 PM - 5 PM

This half-day program is designed to introduce key terms and concepts to those new to Federal contracting. The program will provide an (abbreviated) overview of the life-cycle of a Federal project from cradle to grave — or, more technically, from formation (solicitations, bids, proposals, infrastructure, bid protests, etc.) to administration (performance, compliance, modifications, etc.) to cessation (close-outs, terminations, claims, appeals, audits, investigations, etc.).

Why Should Attend: Selling to the Federal Government is nothing like selling commercially. The rules are more complicated, the stakes are higher, and the consequences of missteps are greater. Practices that make perfect sense in the commercial world can wind you up on the receiving end of an audit or investigation in the Federal contracting world. Each year, countless companies rush to sell their goods and services to the Federal Government, only to find themselves ill-prepared to live up to the Government's expectations. Similarly, each year countless employees of those companies are asked to take on roles to protect the Company for which they often are ill-prepared. When it comes to contracting with the Federal Government, knowledge really is power. This program is designed to provide those new to Federal contracting with the ability to spot critical issues to protect the company (and themselves).

Who should attend? Anyone new to Government contracting — whether lawyers, contract administrators, program managers, business leaders, business owners, internal auditors, or anyone playing some role in contracting with the government — will benefit from this program. No prior knowledge of Federal contracting is required.

Speakers:

- Ryan Roberts, Sheppard Mullin
- Adam Bartolanzo, Sheppard Mullin
- Marko Kipa, Comcast

Click here for more information and to register.

Attorneys

Ryan E. Roberts

Practice Areas

Government Contracts

Governmental Practice