

Government Contracting 101: The Risks of Having Uncle Sam as a Customer

Third Thursday Emerging Company Webinars

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Government Contracting 101: The Risks of Having Uncle Sam as a Customer

Thursday, August 19, 2010

12:00 p.m. - 1:00 p.m.

Presented by Jonathan Aronie, Partner, Sheppard Mullin

Through strong economies and weak, the federal Government continues to spend money. A lot of money. And much of it goes to federal contractors. In fact, approximately \$720 billion of the Government's FY2011 budget is contractor addressable – that is, money that will be available to pay contractors for existing and new work. Of course, federal monies come with federal obligations, and sadly the newspapers (and court dockets) are filled with companies who have focused on the former, but paid inadequate attention to the latter. This webinar will discuss the key risk areas inherent in contracting with the federal Government, as well as the best practices to mitigate those risks. The issues will be discussed in the context of a current Government contractor, as well as a company looking to break into the federal marketplace either organically or through acquisition.

This activity complies with standards for Minimum Continuing Legal Education prescribed by the California State Bar and is approved for 1.0 hour of MCLE credit. Sheppard, Mullin, Richter & Hampton LLP is a State Bar of California approved MCLE provider.

This program has been approved in accordance with the requirements of the New York State Continuing Legal Education Board for a maximum of 1 credit hour which may be applied toward the Areas of Professional Practice requirement, and is suitable for non-transitional attorneys.

The WebEx link and dial in will be e-mailed to you once you register. MCLE certificates will be distributed following the webinar.