



FEDERAL GOVERNMENT CONTRACTS: How to Navigate in the New Administration

If you want to enter or grow your presence in the federal-contracting market, don't miss this opportunity.

With every new administration, there is both great uncertainty and opportunity in federal government contracting. To help you navigate the rough seas of doing business with the federal government in this new administration, we have assembled nationally recognized practitioners who will cover topics relevant to government contractors large and small, novice and seasoned.

SESSION TOPICS INCLUDE

- *Ten Things Every Contractor Needs to Know When Doing Business with the Federal Government*
- *Writing a Winning Technical Proposal – From the Contracting Officer's Perspective*
- *Keys to Winning Bid Protests and Defending Contract Awards*
- *Navigating the Complex Rules Governing Data Rights*
- *Overlooked Risks of Being a Lower-Tier Government Contractor*
- *Mistakes to Avoid in the Claims and Litigation Process*
- *Adapting to Buy American and Domestic Preference Rules in the Trump Administration*
- *Understanding & Managing the Risk of Suspension & Debarment*

SEATING IS VERY LIMITED AND WILL GO QUICKLY!

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SEE COMPLETE PROGRAM & AGENDA ON OTHER SIDE ►►►

NOVEMBER 16, 2017
\$50 PER PERSON
SEATTLE AGC BUILDING
Second-floor Conference Room
1200 Westlake Avenue North
Seattle WA 98109

Parking will be validated.

**Attend in-person
or via on-line live stream**

**Register at this link for both
in-person and on-line
webinar attendance:**
www.washingtonptac.org/seminar

ACCREDITATION
Washington MCLE (6.75 credits)
California MCLE (application in progress)
NCMA CPE credit

QUESTIONS?
Contact Tiffany Scroggs at
360.464.6041 or via email at
tscroggs@thurstonedc.com.

We'll see you there!



7:30 - 8:00 **Breakfast**

8:00 - 8:10 **Introduction and Overview**

8:10 - 9:00 **Writing a Winning Technical Proposal – From the Contracting Officer’s Perspective**

Mona Carlson, CEO/Sr. Consultant / Blue Ink Consultants LLC – Navy Contracting Officer (retired)

Mary Jo Juarez, Gov’t. Contracting Assistance Specialist / PTAC Kitsap Economic Dvlpmnt. Alliance - Navy Contracting Officer (retired)

- Why it’s important to understand your client – or pretend that you do
- How to read their request for proposal (and you can’t fake it)
- How to raise your rating by lowering your client’s risk
- Words, terms and phrases to avoid – so you don’t sound like everyone else
- Why even the best companies get bounced (and why new firms can’t get started)

9:00 - 9:50 **Keys to Winning Bid Protests and Defending Contract Awards**

Adam K. Lasky / Oles Morrison Rinker & Baker LLP | Seattle WA

- Debriefing strategies
- Choosing the best forum for your bid protest
- Drafting initial protest arguments to maximize discovery
- Supplemental protest strategies
- Avoiding procedural pitfalls
- Impact of congressional protest reform legislation

9:50 - 10:05 **BREAK**

10:05 - 10:55 **Navigating the Complex Rules Governing Data Rights**

Jonathan M. Baker / Crowell & Moring LLP | Washington, DC

As budgets shrink, the U.S. government has increased its emphasis on the acquisition of rights in technical data and computer software, to increase efficiencies and reduce procurement costs.

- Brief overview of the standard rules governing data rights in non-commercial and commercial items
- Identification of standard FAR provisions that frequently raise concerns for contractors
- Techniques that contractors may employ to help preserve and maximize their intellectual-property rights

10:55 - 11:45 **Overlooked Risks of Being a Lower-Tier Government Contractor**

Alan C. Rither, Assistant General Counsel / Pacific Northwest National Laboratory | Richland WA

- You’ve just won a government subcontract: celebration or sorrow?
- Don’t believe that the government cares about you
- Payment and performance issues
- Changes, disputes and remedies are handled differently
- The end of the trail: survive or thrive?

11:45 - 1:00 **Lunch Presentation (and Q&A) - Ten Things Every Contractor Needs to Know When Doing Business with the Federal Government**

James F. Nagle / Oles Morrison Rinker & Baker LLP | Seattle WA

1:00 - 1:50 **Mistakes to Avoid in the Claims and Litigation Process**

Donald G. Featherstun / Seyfarth Shaw LLP | San Francisco CA

- Do not try this at home: Understanding the claims process in the Contract-Disputes Act
- The good, the bad and the ugly: Pass-through claims
- The scope of a contracting officer’s final decision (when you have to worry)
- Affirmative defenses (extra claims and the Maropakis Decision)
- Selecting a forum for trial (when will the decision come?)
- The entitlement/quantum conundrum

1:50 - 2:00 **BREAK**

2:00 - 2:45 **Adapting to Buy American and Domestic Preference Rules in the Trump Administration**

Howard W. Roth / Oles Morrison Rinker & Baker LLP | Seattle WA

- Buy American
- Hire American
- Buy America

2:45 - 3:30 **Understanding and Managing the Risk of Suspension and Debarment**

Dominique L. Casimir / Arnold & Porter Kaye Scholler LLP | Washington DC

- Learning to recognize the risk of a suspension or debarment
- Current enforcement trends
- Strategies for successfully resolving a proposed suspension or debarment