

GOVERNMENT CONTRACTS

Shutts and Bowen's Government Contracts Practice Group is comprised of experienced lawyers who understand the intricacies and practicalities of doing business with the government. We serve clients in every phase of the procurement process, including providing strategic advice on submission of bids and negotiation of proposals, contract administration and formation, the filing and defense of bid protests, contract performance and claims resolutions.

We assist clients in navigating the broad, highly regulated processes and requirements associated with public procurement, and provide a continuum of services for government contractors at any point in a project's lifecycle. Our attorneys work with all levels of government, from any municipality to state and federal agencies. We have private clients ranging from large defense contractors to small businesses entering the federal marketplace for the first time. We are experienced in both commercial and non-commercial procurement matters for the acquisition of supplies and services and have assisted our clients on a wide range of matters, such as: corporate transactions involving government contractors; contract review; regulatory compliance at the local, state and federal levels; export controls; contracting with foreign governments; review of invitations for bids, request for proposals and preparation of strategic questions for Q&A; preparation and submission of bids, proposals, etc.; procurements with the General Services Administration (GSA) schedules; application of federal grant regulations to state and local procurements; advice throughout the competitive source selection process to include discussions and debriefs; negotiation of contract clauses, contract modifications, REA's and claims; non-disclosure agreements; Technical Assistance Agreements (TAA); software and technical data licenses; and descopes and terminations.

Our attorneys work with small businesses and major government contractors alike, and have represented, within the state of Florida in particular, some of the largest players in the market. We have advised clients on the complex policies and regulations that affect their businesses within the nuanced government contracting industry, including the requirements set forth by the Federal Acquisition Regulation (FAR), the International Traffic in Arms Regulations (ITAR), the Export Administration Regulations (EAR) and the Office of Foreign Assets Control (OFAC).

With a keen understanding of programs that support government contracting and procedures, we assist clients in strategically positioning their businesses for success within the contracting marketplace. Shutts attorneys have in-depth knowledge of the programs and requirements of the U.S. Small Business Administration, including the 8(a) Business Development Program for disadvantaged businesses, the HUBZone Program, the Women-Owned Small Business Federal Contracting Program and the Service-Disabled Veteran-Owned Small Business Program. When it comes to defending our private clients in either litigation or investigation with the government, our attorneys are knowledgeable in all aspects of the bid protest process, audits, suspension and debarment proceedings, and other federal compliance and regulatory investigations. We understand the inherent risks of working as a contractor for the government and assist our clients in

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structuring internal policies, procedures and training on compliance and ethical matters related to the Procurement Integrity Act, Freedom of Information Act (FOIA), False Claims Act (qui tam), Organizational Conflicts of Interests (OCI) and other ethical issues.

With skilled former government attorneys, an accomplished litigation team and experienced corporate lawyers, we offer talent to government, defense and aerospace clients. Our attorneys bring firsthand knowledge from their prior experience as former military procurement lawyers and counsel to prime contractors, who have handled all aspects of government contracts, to include development of requests for proposals, competitive source selections, bid protests, contract administration and terminations. We also have several former and current Judge Advocate Generals with contracting experience and former Assistant United States Attorneys on our team. In addition, when a matter requires the engagement of specialized counsel or advisors in other areas of law, our Firm also has a deep-bench of experience in the areas of international trade, white collar criminal defense and government investigations, intellectual property and patent law, as well as experience in corporate law, joint ventures, finance and mergers and acquisitions.

Government Contracts Services:

- Bid Protests (Federal, Florida State, and Florida Local)
- Requests for Equitable Adjustments, Claims and Termination (Federal, Florida State, and Florida Local)
- Commercial Products and Services
- GSA Schedule Contracting
- DoD Contracting of Commercial and Non-Commercial items
- Construction
- Export Controls and International matters (inbound and outbound customs requirements and border services)
- Regulatory Compliance and Investigations
 - IG Investigations
- Services Contracting
- Small Business/Socio Economic Matters
- Intellectual Property, Proprietary and Technical Data Rights
- Procurement Fraud and Investigations
 - False Claims Act (qui tam) defense
- Regulatory Compliance Counseling, Ethics and Training
- State and Local Contracts

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- Suspension and Debarment
- Terminations and Contract Restructuring
- Transactional Support/ Teaming Agreements / Mergers and Acquisitions
- Joint Ventures
- Tax Planning and Compliance

Professionals

Joseph M. Goldstein

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