Government Procurement

The federal government, at all levels, is a major procurer of goods and services -- everything from food service for correctional facilities to textiles for uniforms to aerospace contracts for the Department of Defense. For private businesses, obtaining a government contract can create lucrative revenue streams. We have assisted our clients in procurement transactions ranging from five figures to nine figures: No potential contract is too large.

We help walk our clients through the often complicated process of attaining a government contract. Often, this process will start by showing the government that they have a specific need for a client’s particular product or service. As the process continues, there are numerous levels of rules, regulations and conditions that must be met; we can ensure that our clients will satisfy all of these conditions while maintaining complete integrity.

Clark Hill represents clients in all three phases of the federal government contracting process:

- **Pre-Award**: Government relations, market opportunity development & analysis; solicitation analysis, bid preparation, teaming arrangements, joint ventures, mentor-protégé agreements, disadvantaged business assistance
- **Award**: Prime and subcontract negotiations, compliance planning and assessment, foreign source compliance, intellectual property protections
- **Post-Award**: Bid protest preparation, audit preparation and issue resolution, False Claims Act defense

Clark Hill’s longstanding relationships with numerous government officials at all levels lend us tremendous credibility when discussing potential contracts with them. Because we understand how government works and we understand government’s many needs, we can be very effective on behalf of our clients when negotiating procurement contracts.

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Economic Development Services Leaders

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Economic Development Services Areas of Practice

- Consolidation & Restructuring
- Municipal Services
- Private/Public Partnerships (P3)
- Experience
- Public Finance Law
- Public/Private Partnerships
- Real Estate Services
- Regulatory Advice & Counsel
- Tax Incentives & Grants