



# Obama's America: The Environment for New Business

## Defence & Government Contracts

### PRESENTED BY

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# Capturing New Work in 2009

- What is selling
- What is the best way to sell it?

# Security Consulting Services

- Cyber security
- Vulnerability assessments & risk mitigation
- Multi agency exercise planning and implementation
- Personnel training





## NOVEL SOLUTIONS

- Improve Performance
- Extend Life
- Reduce Maintenance Costs

## SOFTWARE

- Process efficiency
- System performance improvement



## **SUPPLIES**

- Defence systems, components and parts
- Security systems, components and parts

## **ENGINEERING & CONSULTING SERVICES**

- Defence systems support
- Process improvement

## **CONSTRUCTION SERVICES AND SUPPLIES**

- BRAC impact areas

# How are they sold

## CONTRACTOR TEAM ARRANGEMENTS (FAR Part 9.6)

Joint Ventures.

*Competitive Advantages*

- Imputed Technical Capability
- Efficient Cost Structure

*Build Referral Network*





- UK-US JV: Air Force engineering services
- UK-US JV: Navy ship repair
- Kuwait – US JV: International logistics
- South Africa – US JV: International security
- Japan – US JV: International logistics



## UNSOLICITED PROPOSALS

- Protect IPR

## PROGRAMS THAT LIMIT COMPETITION

- Service Disabled Veteran Owned Set Aside

## COMMERCIAL ITEM PROCUREMENTS

- Eliminates burdensome government specific clauses

# What is the Form of Contract

- ID/IQ Multiple Award Task Order
- Cost, T&M and FFP

# Qualifying Factors

- Classified Material
- Technology Export
- Buy American
- Intellectual Property Rights: Data Rights