

2017 GOVCON SERIES:

A 4-PART WEBINAR SERIES FOR DOING BUSINESS WITH THE FEDERAL GOVERNMENT

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SPEAKERS

Ed DeLisle

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REGISTRATION

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For questions,
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WEBINARS

Wednesday, February 15, 2017 1:00 PM -2:00 PM

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Successful Strategies for Teaming, Joint Venturing, and Mentor Protégé Relationships

In today's Federal Market, cooperative contractor relationships – including teaming and joint-venturing – are increasingly popular among small and large businesses alike. However, when done incorrectly, these types of relationships can have disastrous consequences. In this webinar, you will learn the right way to team and JV without destroying your small business status.

Wednesday, March 29, 2017 1:00 PM -2:00 PM

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How to Successfully Assert and Defend Protests

The Federal source selection process is extremely competitive. As a result, many solicitations ultimately involve bid protests. A thorough understanding of the protest process, including the legal issues commonly involved in that process, are vital to success. This webinar will cover all aspects of asserting & defending protests and the debriefing process.

Wednesday, May 3, 2017 1:00 PM -2:00 PM

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Key Considerations in Post-Award Compensation: REAS and Claims

As any Federal contractor will tell you, the contract award is only the beginning — performance presents a whole new series of challenges. In this webinar, experienced Federal Contracting attorneys Maria Panichelli and Ed DeLisle will teach you about two key strategies for seeking compensation when something goes wrong post-award: Requests for Equitable Adjustments, and Claims.

Wednesday June 21, 2017 1:00 PM -2:00 PM

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The Ins and Outs of Federal Government Terminations

Government agencies have the ability to terminate their contracts for convenience ("T for C"), or for default ("T for D"). This webinar will cover the ins and outs of terminations. Learn all about T for Cs, the response process and seeking compensation. Learn also about T for Ds, how to challenge them, how to convert them to T for Cs, and how to deal with repurchase claims.

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