

Essentials in Government Contracting

New Jersey Tech Council

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McCarter hosts a seminar series for the New Jersey Tech Council on the legal and business ground rules every technology company needs to know to grow and protect its business: Government and International Contracting, Protecting Intellectual Property, Export Control and Immigration.

Today, companies benefit greatly from marketing to and contracting with one of the world's largest customers, the US government, and from internationalizing earlier in their development than ever before. In this three-part seminar series experts and leaders from host and sponsor McCarter & English, along with accounting and finance professionals from EisnerAmper as well as business leaders, will guide you through the benefits and risks associated with government contracting and funding, international contracting and export control, with an emphasis on protecting intellectual property and enhancing company value.

Essentials in Government Contracting

Interested in Selling to the Government or Funding Your Technology with Government Grants? Come to this Crash Course on Essentials of Government Contracting and Grants.

Experts in law and accounting from McCarter & English and EisnerAmper will provide helpful guidelines on how to take advantage of federal funding through contracts and grants and understanding the special rules and demands placed upon government contractors and grantees who take advantage of the world's biggest customer. We'll provide you tips on locating opportunities, especially those for small and emerging businesses in the tech space. We'll tell you how the competitive bidding process really works and give you insights into preparing, pricing and negotiating your proposal. You'll learn the special ethical rules that bar behavior otherwise perfectly acceptable in the commercial world. We'll give you tips in setting up your business so that contracts can be properly administered and your invoices timely paid.

Daniel J. Kelly: Daniel Kelly heads McCarter & English's government contracts and grants group. Dan provides advice and guidance to clients who are in the government supply chain, either as prime contractors, subcontractors or vendors.

David Himelfarb: David Himelfarb is a member of McCarter & English's government contracts and business litigation groups. David specializes in advising companies on contracting with the federal government and handling bid protests and contract claims before the Civilian and Armed Services Boards of Contract Appeals.

Anthony J. Faugno CPA: Anthony Faugno is Partner-in-Charge of EisnerAmper's Federal Government Contracting Group that assists clients in complying with the government accounting regulations related to their federal contracts/grants.

Patrick A. Alia CPA: Pat Alia is a Consulting Director in EisnerAmper's Federal Government Contracting Group. Pat's work encompasses all

Related People:

David Himelfarb

Daniel J. Kelly

facets of federal government contracting and representing clients to a full range of federal government departments and agencies.