

The Life Cycle of a Government Contract



Pillsbury's *Chambers*-rated Government Contracts group features 22 full-time practitioners, half of whom practice in the Washington, DC area and half of whom practice on the West Coast. Our group includes former government prosecutors and Department of Defense (DoD) and civilian agency officials. In fact, Pillsbury is the only law firm with a bi-coastal Government Contracts practice that has depth in all the issues a company might face during its performance of a government contract.



1. We help contractors design ethics and compliance programs that implement best practices; ensure compliance with statutes, regulations and contract requirements; and avoid costly non-compliance events. Our bench includes a partner that evaluated ethics and compliance programs for the DoD.
2. As clients evaluate whether to compete for a project, we counsel them on contract performance risks and significant enforcement trends.
3. We help clients protest contract awards to competitors and defend contract awards to them. Our federal protest success rate routinely surpasses the national average. We also excel in state protests. We won a significant California alternate pilot protest on behalf of a technology company and a San Diego protest on behalf of a medical supply and service contractor.
4. We help clients enter into low-risk teaming agreements, prime contracts and subcontracts that protect intellectual property before contract performance begins. We also prepare "lessons learned" memoranda to help clients maximize profitability the next time they perform a government contract.
5. We help clients resolve disputes against the government or prime/subcontractors and, if necessary, we prepare claims and litigate contract disputes. We have participated in many of the largest and most successful claims for aerospace/defense, technology and service companies.
6. We help companies avoid terminations for default and convert terminations for default to convenience terminations at the Courts and Boards. We prevailed in the two largest Iraq reconstruction default terminations on behalf of service industry clients and presently represent companies in numerous matters before the Boards.
7. We conduct privileged internal investigations and represent our clients in fraud investigations and litigation brought by the DoJ and whistle-blowers, including victories in matters before the U.S. Supreme Court. Our bench includes former DoJ prosecutors.
8. We help clients avoid debarment by counseling them through investigations, mandatory disclosures and "present responsibility" inquiries. We have successfully resolved numerous debarment matters for contractors and contractor executives.

Government Contracts Practice of the Year. —*Law360* (2025, 2022, 2019, 2017, 2016)

We also perform services off the contract life cycle for our clients. In particular:

- We have more than 25 years' experience in representing buyers and sellers of government contract businesses in their due diligence.
- We uniquely understand the rules applicable to contracting or subcontracting with small businesses and the requirements to maintain small business status.
- We specialize in foreign content issues and export control regulations.
- If your matter involves a classified program, we have a bench of attorneys with high security clearances that differentiates our firm from competitors.

About Pillsbury

Pillsbury Winthrop Shaw Pittman LLP is an international law firm with a particular focus on the technology & media, energy, financial services, and real estate & construction sectors. Recognized as one of the most innovative law firms by *Financial Times* and one of the top firms for client service by BTI Consulting, Pillsbury and its lawyers are highly regarded for their forward-thinking approach, their enthusiasm for collaborating across disciplines and their authoritative commercial awareness.

ATTORNEY ADVERTISING. Results depend on a number of factors unique to each matter. Prior results do not guarantee a similar outcome.

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