



GOVERNMENT CONTRACTS

update

Panel Discussion
Myths of Government Contracting

May 14, 2013

Myth #1

We should never protest.

Myth #2

We should always protest.

Myth #3

The Contracting Officer really
isn't our customer;
the Program people are.

Myth #4

We will only work as a subcontractor because we don't want to be exposed the way a prime is.

Myth #5

My prime contractor will tell me what clauses should be in our subcontract.

Myth #6

We don't have to market to the Federal agencies like we do in the commercial sector because the Feds have a regulated contracting process.

Myth #7

Our documents, including our proprietary information and intellectual property, are safe with the Government.

Myth #8

We can treat our Government customers the same way we treat our commercial customers.

Myth #9

Only the big guys succeed.

Myth #10

Solicitations are filled with boilerplate provisions, and we really don't have to read them carefully.

Thank you for attending the Thompson Coburn Government Contracts Update.

**Please contact us anytime
if you have any questions.**

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