



2009 Congressional Procurement Conference & Expo

Watkins, Meegan, Drury & Company, L.L.C.

The Three 'Knows' of Government Contracting

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- **Know Your Company and Its Limitations**
 - Learn about the specific skill sets and personnel your company offers
 - Understand your company's primary service areas
 - Be aware of your company's growth plans for the short-term and the long-term

- **Know About Your Client**
 - Research clients to understand their business operations, mission and organizational structure
 - Study procurement forecasts and current budgets
 - Examine previously awarded contracts and client's overall contracted services
 - Talk to the client's current employees, as well as its subcontractors
 - Identify the current contractor and the client's satisfaction level with that contractor

- **Know How Government Contracting Differs From Commercial Contracting**
 - Meet and communicate regularly with your Government Contracting Officer
 - Recognize the differences in responsibilities for Contracting Officers and Program Managers
 - Learn about the various types of acquisition formats, including sealed bidding and negotiations
 - Understand the following areas:
 - Pricing and costs
 - Ethics policies and procedures
 - Socioeconomic requirements
 - Reporting requirements
 - Contract disputes and termination

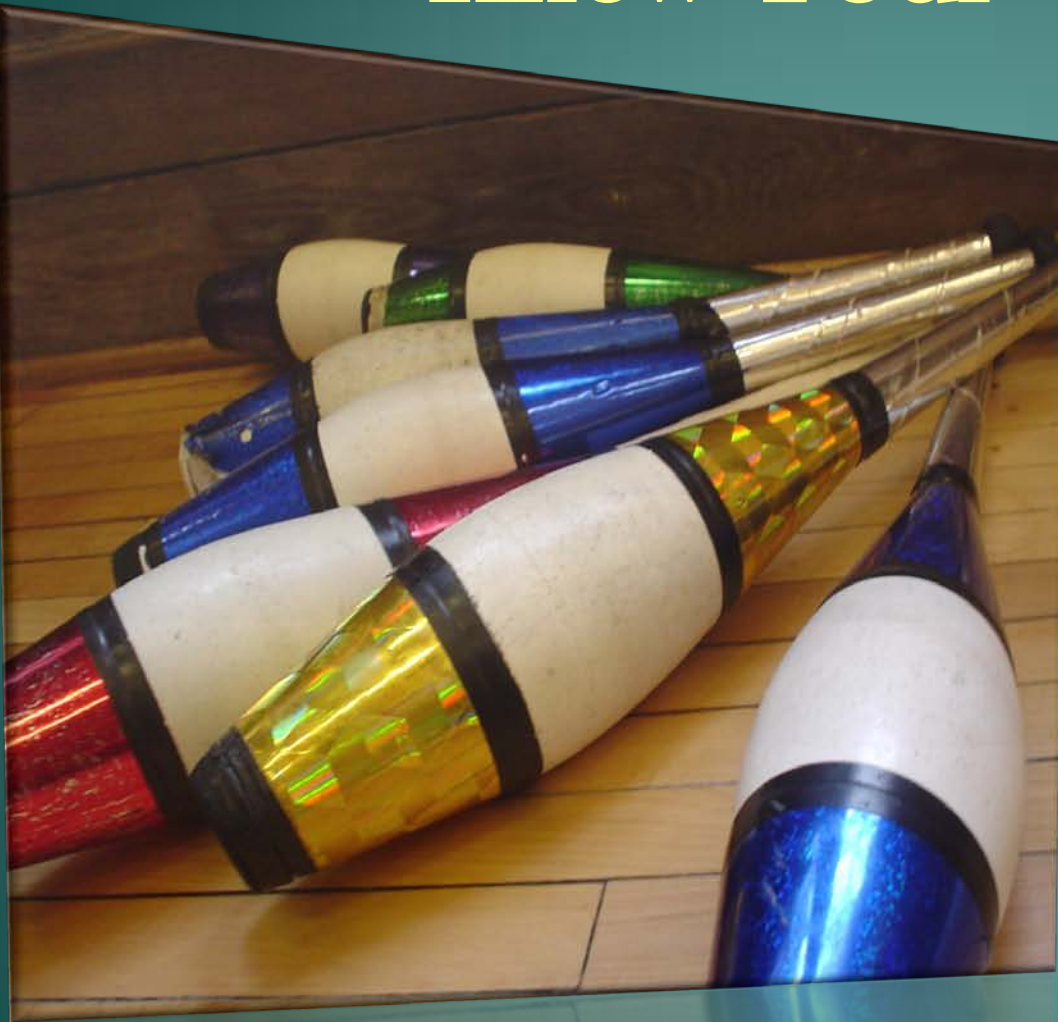
The 3 Knows of Government Contracting



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& Company, L.L.C.

*Certified Public Accountants
Business and Financial Advisors*

Know Your Company



KNOW
YOUR
LIMITATIONS

Know Your Clients



SUBCONTRACTORS?



Know Government Contracting



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