



CAPABILITIES / GOVERNMENT CONTRACTING

Small Business Procurement

We guide clients through the complicated maze of rules and regulations governing the 8(a), HUBZone, SDVOSB and WOSB programs, helping them leverage their eligibility to maximize contract award opportunities.

OVERVIEW

"The most important things we do for our clients are listen, hear, and learn. Too many lawyers think that what they have to say about the law is the most important part of the conversation. Understanding the law is vital, but understanding the whole story, as well as you clients' concerns, hopes and goals is also critical to finding a solution that works in the long term."

— Maria L. Panichelli

Obermayer's Government Contracting team helps small businesses navigate the federal government's 8(a), SDVOSB, WOSB and HUBZone small business programs. While government contracting law is unique in itself, small business procurement is a "niche within a niche." Counseling clients on how to successfully leverage these programs requires an extensive knowledge of the governing regulations, as well as practical experience. Our team delivers both.

Our attorneys have experience in all aspects of small business procurement. We assist clients with eligibility analyses and certifications, advise them with regard to affiliation issues, and counsel them on avoiding common pitfalls relating to eligibility requirements such as unconditional ownership and control. We have successfully challenged negative agency findings with regard to clients' SDVOSB, HUBZone and 8(a) eligibility, and routinely defeat size and status protests brought by clients' competitors. We also have extensive experience drafting compliant teaming and joint venture agreements, and assisting clients with the SBA Mentor-protégé programs.

Our Clients

Obermayer's Government Contracting team advises small businesses who seek to leverage small business eligibility and expand their contracting opportunities. Whether these clients are seeking to get certified, ensure continued eligibility through compliance with the regulations, or utilize advanced strategies such as teaming and joint venturing to expand their opportunities, we are there to support them.

Our Focus

While we bring an unmatched knowledge of the regulations as well as a tremendous amount of practical

experience to each engagement, we prioritize listening to our clients. We recognize that it is critical to understand our clients' business needs and priorities, from their point of view, so we can deliver solutions that not only resolve their legal issues, but further their business goals.

EXPERIENCE

- We have consistently defeated size and status protests brought against small business clients, allowing them to maintain their small business status, and set-aside contract awards.
- We have successfully challenged negative agency findings with regard to clients' SDVOSB, HUBZone and 8(a) eligibility.
- We routinely disqualify ineligible competitors through the affirmative use of size and status protests.
- We have assisted numerous clients in obtaining 8(a) certification, including certification based on social disadvantage outside the list of "presumed" classes, such as gender.
- We have assisted numerous clients in gaining approval for participation in the SBA Mentor Protégé programs.

ATTORNEYS

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RELATED CAPABILITIES

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REAs, Claims & Contract Dispute Resolution

Compliance & Performance Counseling

Federal Subcontracting