



G O V C O N  
R E A D I N E S S

# GovCon 101



# Agenda

1. Essential Information for GovCon Success.
2. How does contracting work?
3. Consequences of GovCon non-compliance.



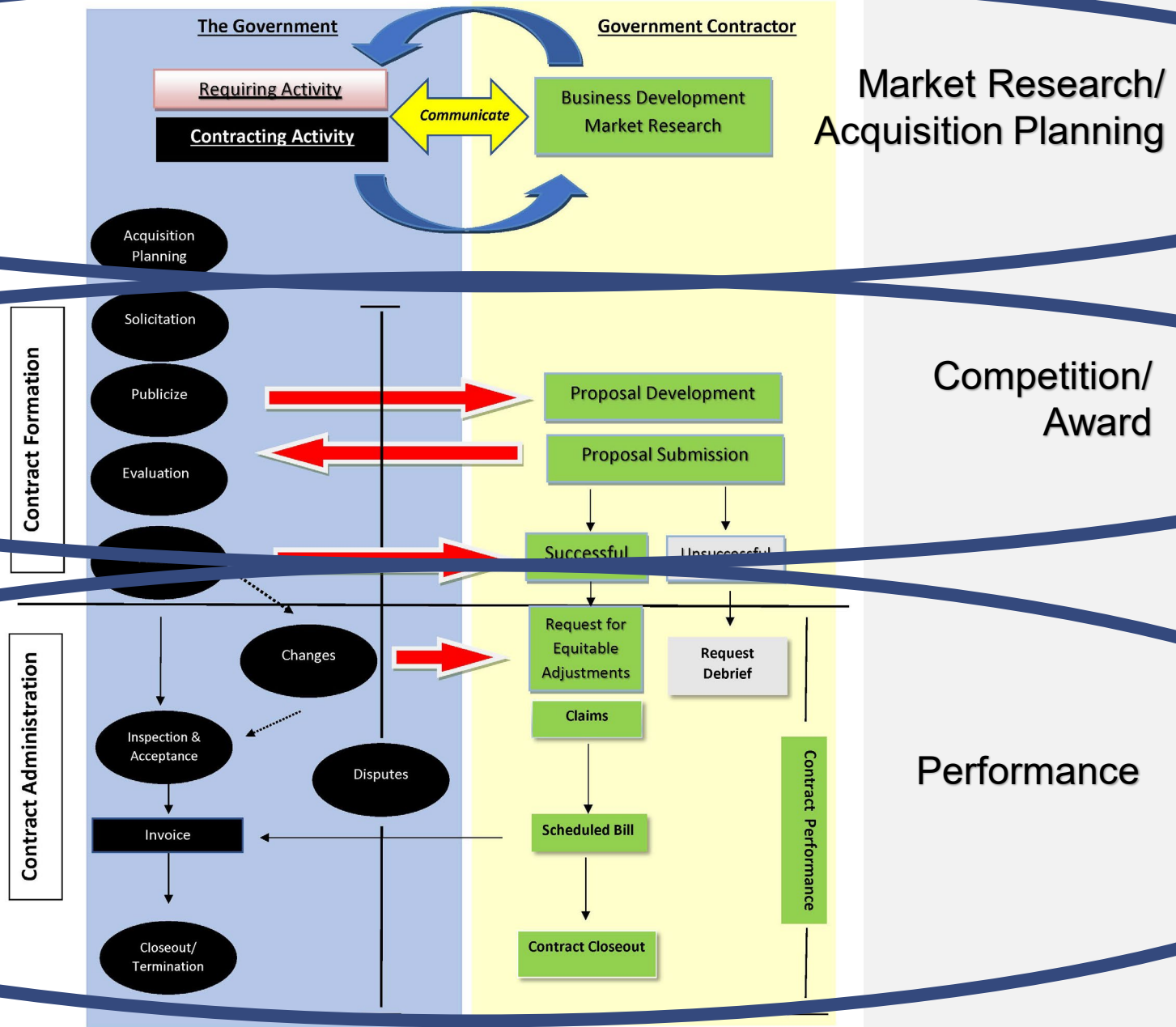
# **Essential Info for GovCon Success**

- 1. The U.S. Government is a party to the Contract.**
- 2. The Government representative doesn't know everything about its acquisition system.**
- 3. The Government representative has a limited understanding of commercial contracting.**
- 4. Authority to obligate the Government is important and nested in the Contracting Officer.**
- 5. The Government has an acquisition process and system that it must follow.**



# How does contracting work?

## Contractor Focused GovCon Process



# **Essential Info for GovCon Success**

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- 2. The Government representative doesn't know everything about its acquisition system.**
- 3. The Government representative has a limited understanding of commercial contracting.**
- 4. Authority to obligate the Government is important and nested in the Contracting Officer.**
- 5. The Government has an acquisition process and system that it must follow.**
- 6. All the tools of the acquisition system are at the disposal of a Contracting Officer and they will use them: Termination for Convenience, Change, Equitable Adjustment, etc.**
- 7. Contract compliance is harder than you think and is more than the technical offering.**



# What are the consequences of noncompliance?

1. **Loss of potential award for nonresponsive proposals.**
2. **Administrative Remedies**
  - Suspension and debarment
  - Contract termination
3. **Civil and Criminal**
  - Department of Justice- In Fiscal Year 2021, the Justice Department obtained more than **\$5.6 billion in settlements and judgments** from civil cases involving fraud and false claims against the government.
  - **False Claims Act** The False Claims Act (FCA) imposes consequences for those who submit fraudulent claims or cause a false record or give statement material to the false claim is liable for a civil penalty of not less than \$5000.00 and not more than \$10,000 (not adjusted for inflation) plus three times the amount of damages that the Government sustains because of that person.



# Thank you!

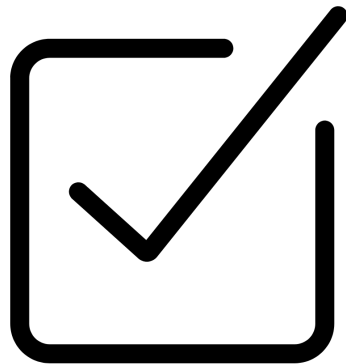
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