GRAYROBINSON
ATTORNEYS | ADVISORS | CONSULTANTS

Government Contracts

Strategic counsel for navigating the full life cycle of government contracting, from bid to performance to completion. Combining legal insight and operational experience to minimize risk and maximize opportunity.

Attorneys in the GrayRobinson government contracts practice guide corporations and public entities through the full government contracting lifecycle, including planning, competing, performing, and, when necessary, resolving disputes. We represent clients that provide goods, services, software, construction, and public-works solutions, including utilities, transportation systems, and other capital improvements, to federal, state, and local agencies, as well as to entities receiving funding through grants and cooperative agreements. Our team collaborates closely with colleagues across GrayRobinson's government affairs and lobbying, construction, transportation, business law, higher education, intellectual property and technology, and litigation practices to provide sound counsel that aligns legal requirements with business objectives.

We represent a diverse range of clients, including manufacturers, technology companies, professional services firms, construction and infrastructure providers, healthcare and life sciences companies, and higher education and research institutions, among others. Our experience spans defense and civilian agencies, transportation authorities, and state and local government entities administering federally funded programs and projects.

Attorneys leading our government contracts practice possess significant government service and courtroom experience. Drawing on years of agency experience and prior service advising acquisition teams on high-value programs, we bring an established understanding of how agencies make decisions, manage risk, and resolve issues under pressure. This perspective enables clients to anticipate problems early, protect their positions, and maintain project momentum.

Our foremost priority is helping clients establish and maintain productive, trusted relationships with government entities at all levels. Drawing on deep insider government experience, our team is skilled at navigating complex contracting arrangements, identifying potential issues early, and engaging directly with decision-makers to resolve challenges before they evolve into disputes or litigation. Our established relationships across various agencies and our reputation for clear, solution-driven communication enable us to bridge the gaps between business and government, protecting our clients' interests while strengthening long-term partnerships. In this area, timing matters. Engaging GrayRobinson early in the contracting process maximizes our clients' ability to prevent problems, capitalize on opportunities, and maintain a strong, credible position with government partners.

Contract Formation and Acquisition Strategy

We advise across the front end of the acquisition process, interpreting solicitations, shaping questions and comments, building compliant and competitive proposals, forming teaming and subcontract relationships, and negotiating terms. We help clients assess procurement risk,

small business participation, and performance obligations, working to ensure awards are both achievable and sustainable.

Procurement Protests and Award Challenges

When a competition goes off course, we represent protesters and intervenors before the Government Accountability Office, the U.S. Court of Federal Claims, and agency forums. Our focus is strategic - preserving customer relationships while asserting or defending contractor rights, using protective orders effectively, and positioning the record for fast, business-driven outcomes.

Contract Administration, Modifications, and Claims

Performance issues arise even in well-run programs. We help clients manage contract changes, options, and delays; prepare Requests for Equitable Adjustment; and prosecute or defend claims under the Contract Disputes Act. When disputes escalate, our litigators appear before boards of contract appeals and the Court of Federal Claims, and, when appropriate, utilize mediation or other forms of alternative dispute resolution (ADR) to deliver timely and practical resolutions.

Investigations, Compliance, and Enforcement

Contracting with the government brings unique compliance responsibilities. We stress-test codes of conduct, policies, training, and internal controls tailored to the type of contract and the industry. We advise on the False Claims Act, Procurement Integrity Act, conflict-of-interest rules, gift and gratuity restrictions, and mandatory disclosure obligations. Our attorneys conduct investigations, respond to inquiries from the OIG and auditors, and defend against administrative, civil, and criminal enforcement actions.

Cybersecurity, Data Rights, and Technology

Working closely with our intellectual property and technology transaction attorneys, we counsel on evolving cybersecurity frameworks and data rights that affect both award and performance. Our work encompasses Federal Acquisition Regulation (FAR) and Defense Federal Acquisition Regulation Supplement (DFARS) cyber clauses, and we work with Certified Third-Party Assessment Organizations to perform NIST 800-171 assessments and POAs, ensure CMMC readiness, review and act on incident reporting, and guide evidence preservation. We also advise on intellectual property and technical data rights under Bayh-Dole, grants, OTAs, and procurement contracts, helping clients protect innovations while meeting disclosure and marking requirements

Small Business and Socioeconomic Programs

We counsel companies through SBA processes and help identify set-aside opportunities and possible partnerships for joint ventures, and advise on issues related to 8(a), WOSB, SDVOSB, VOSB, and HUBZone programs, as well as mentor-protégé arrangements. Our work covers eligibility assessments, teaming and subcontract structuring, flow-down obligations, and size/status protests and appeals.

Grants, Cooperative Agreements, and Other Transactions

Not all federal funding is subject to FAR. We advise universities, NGOs, and commercial entities on grants, cooperative agreements, OTAs, and related compliance under 2 C.F.R. Part 200 and agency-specific guidance. Our team assists with award terms, cost allowability, subrecipient versus contractor (vendor) designations, data rights, and close-out procedures.

Fiscal Law and Appropriations Guidance

Funding rules shape program execution. Leveraging deep experience in appropriations and fiscal law, we help clients and public entities navigate color-of-money issues and necessary expense, bona fide needs, and Antideficiency Act concerns.

State and Local Government Contracts

We advise and represent businesses that contract directly with state and local governments, including procurement for infrastructure, professional services, and technology projects. We assist clients in interpreting solicitation requirements, negotiating terms, complying with state and municipal procurement rules, and resolving contract administration or protest matters efficiently. In addition, our attorneys represent state and local government agencies in the defense of procurement challenges and contract claims, both in litigation and through administrative and ADR forums.

Suspension and Debarment

Federal, state, and local governments are authorized to protect the public interest by suspending or debarring contractors that demonstrate a lack of integrity, ethics, or competence and are not presently responsible. GrayRobinson assists clients in navigating these high-stakes proceedings, collaborating with agency officials to address concerns, implementing corrective measures, and reestablishing clients as responsible and trusted agency partners. Our experience in directly engaging with government decision-makers enables us to mitigate reputational and operational risks while preserving future contracting eligibility.