

### Washington Comes to San Diego - What you need to know when doing business with the Government

San Diego, CA  
11.08.2010

Is your product or service useful to the government? The government buys everything from paperclips to aircraft carriers. Dealing with the government can be a formidable task at times. However, with the many new funding opportunities available, a little patience, persistence and perseverance on your part will be rewarded in the long run. We invite you to attend our complimentary all day program that will cover a variety of topics essential for your success. Feel free to attend any or all of the programs presented by our experts in the field of government contracting.

#### Seminar Schedule:

- 8:00 a.m. – 9:00 a.m.: Registration & Breakfast
- 9:00 a.m. – 10:00 a.m.: **Internal Compliance Program – The do's and don'ts**
- 10:00 a.m. – 10:50 a.m.: **Mandatory Disclosure Rules - New FAR Reporting Requirements**
- 10:50 a.m. – 11:00 a.m.: Break
- 11:00 a.m. – 12:00 p.m.: **EAR and ITAR – What to Watch Out For When Doing Business Internationally**
- 12:00 p.m. – 1:00 p.m.: Lunch
- 1:00 p.m. – 2:00 p.m.: **Anatomy of a Bid Protest**
- 2:00 p.m. – 2:50 p.m.: **Subcontracting and Teaming - Realizing Benefits, Minimizing Risks**
- 2:50 p.m. – 3:00 p.m.: Break
- 3:00 p.m. – 4:00 p.m.: **GSA Schedules – How to Make These Work for You - Knowledge is Power**
- 4:00 p.m. – 5:00 p.m.: **Government Contracts in M&A Due Diligence: Caveat Emptor et Vendor**
- 5:00 p.m.: Networking - Cocktails & Hors d'Oeuvres

Where:

Sheppard, Mullin, Richter & Hampton LLP  
11275 El Camino Real, Suite 200  
San Diego, CA 92130

**Questions?** Contact Amy Romaker at 858-720-7403 or e-mail at [aromaker@sheppardmullin.com](mailto:aromaker@sheppardmullin.com)

**MCLE:**

*This activity complies with standards for Minimum Continuing Legal Education prescribed by the California State Bar and is approved for 1 hour of MCLE Credit for each session attended. Sheppard, Mullin, Richter & Hampton LLP is a State Bar of California approved provider.*