

The Hill: How It Can Help Your Small Business

June 1st, 2005; 10:30 – 11:15 AM

Moderator:

Ron Perlman, Buchanan
Ingersoll PC

Chair, Government
Contracts Practice Group

Vice Chair, NDIA Small
Business Division

Panelists:

Jim Lightfoot, former
Congressman (R-IA);
member House
Appropriations Comm.

Pete Steffes, former Staff
Director, Subcommittee
on Military Readiness,
House Armed Services
Comm.



The Hill, the Agency and the Contractor

- What is Congress' (the Hill's) role in determining what, how much and from who things will be bought?
- What is Congress' role in performance of a contract?
- What are the different parts of Congress that get involved in contracting questions?
 - Member, staffs, various committees, etc.
- How do you get Congressional action?

How They All Work Together

- Agency personnel
- Contractors
- Legislators
- Govt Relations people
- Lawyers
- Authorizations
- Appropriations
- Solicitations
- Evaluations
- Awards
- Performance
- Successes
- Failures
- Payment

The Contractor, the Lawyer, the Member & the Staffer

- Perlman (the moderator)
 - US Air Force JAG; GSA counsel; law firm (Govt contracts) practice
- Lightfoot (the member and the contractor)
 - US Army; large & small private business; member, US House of Representative (Appropriations. Comm.); Govt contractor
- Steffes (the staffer and the Govt relations person)
 - US Air Force; staff, House Armed Services Comm.; NDIA