



# GOVERNMENT CONTRACTS

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*update*

**Panel Discussion**  
**Myths of Government Contracting**

May 14, 2013

# Myth #1

We should never protest.

## Myth #2

We should always protest.

## Myth #3

The Contracting Officer really  
isn't our customer;  
the Program people are.

## Myth #4

We will only work as a subcontractor because we don't want to be exposed the way a prime is.

## Myth #5

My prime contractor will tell me what clauses should be in our subcontract.

## Myth #6

We don't have to market to the Federal agencies like we do in the commercial sector because the Feds have a regulated contracting process.

## Myth #7

Our documents, including our proprietary information and intellectual property, are safe with the Government.



## Myth #8

We can treat our Government customers the same way we treat our commercial customers.

## Myth #9

Only the big guys succeed.

## Myth #10

Solicitations are filled with boilerplate provisions, and we really don't have to read them carefully.

# Thank you for attending the Thompson Coburn Government Contracts Update.

## Please contact us anytime if you have any questions.

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