SPEAKING ENGAGEMENT

Hauling for Uncle Sam - Government Contracting Primer and Hot Topics | Robert Pleines, Jr., Christopher C. Razek, Jonathan R. Todd

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Government transportation is a unique segment of the trucking industry that appears to be gaining interest as carriers look to cash in on the approximately $700 Billion of annual contract awards. This session will deliver a primer of government contracting basics and its impact on our industry. Many aspects of service delivery under government contracts can be different than private sector services including material contracting, safety, security, and human resource impacts. We will explore the contracting process, its unique regulatory requirements, considerations when executing service delivery, and a current real-world view of issues facing prime and subcontractors from the perspective of private industry and government procurement advisors. Audience members will come away with a view to the current state of GSA and DOD work, an understanding of the key issues to watch, and an ability to “speak the language” of government contracting when working through those nuanced concerns.