

Tracing its roots to 1871, Bradley Arant Boulton Cummings LLP (BABC) is a client-driven law firm. With more than 360 attorneys, we are the largest law firm with a major presence in Alabama, one of the largest with a major presence in Tennessee, and one of the largest in the South. We maintain seven offices strategically located in Alabama, Mississippi, North Carolina, Tennessee, and the District of Columbia.

BABC represents clients from the beginning of projects through their conclusion, from the negotiation of contracts and preparation of bids to the resolution of construction disputes. Our construction attorneys have extensive experience with all types of project delivery options and are well-versed in the major industry contract forms, including the forms prepared by AIA, ConsensusDOCS, EJCDC, and CMAA. We regularly assist in project administration, job close-outs and settlement, and "privatization" matters. We have extensive experience in all forms of construction litigation including arbitration, mediation, bench trials, and jury trials. We perform disaster and injury investigations.

We regularly advise clients on the broad range of issues impacting those doing business with federal, state and local public authorities. Our ranks include former military officers, former U.S. Attorneys, former agency lawyers, and numerous engineers. Many of our lawyers have devoted a substantial part of their careers either working for the United States Government, or advising clients who do business with the Government, or both.

The companies we assist include large, established government contractors, some of which are Fortune 100 companies, as well as companies in emerging industries seeking to engage in business with the government for the first time. In the last two years alone, Bradley Arant has represented more than 30 of the 200 largest government contractors.

Our representation covers the full array of the procurement and contract performance cycles. In providing comprehensive representation to our clients in this arena, our lawyers take a multidisciplinary team approach, working closely with lawyers in our corporate, environmental, intellectual property, litigation, labor and employment, white collar, and other practices.

*No representation is made that the quality of legal services to be performed is greater than the quality of the legal services performed by other lawyers.*



*You are invited to attend a complimentary legal seminar*

## **FEDERAL CONSTRUCTION PROJECTS: FINDING, PRICING, AND MANAGING THE WORK**

### **Birmingham, Alabama**

Thursday, May 21, 2009

### **Jackson, Mississippi**

Thursday, June 4, 2009



## Faculty of Speakers



**Jeremy Becker-Welts**  
Senior Attorney  
Washington D.C. Office



**Axel Bolvig III**  
Partner  
Birmingham Office



**Joel E. Brown**  
Partner  
Birmingham Office



**Ralph Germany**  
Partner  
Jackson Office



**Arlan D. Lewis**  
Partner  
Birmingham Office



**Douglas L. Patin**  
Partner  
Washington D.C. Office



**William R. Purdy**  
Partner  
Jackson Office



**Robert J. Symon**  
Partner  
Washington D.C. Office



**Thursday, May 21, 2009**  
Birmingham, Alabama

Agenda: 7:30 - 8:00 a.m. Breakfast and Registration  
8:00 - 9:00 a.m. Topic #1  
9:00 - 10:15 a.m. Topic #2  
10:15 - 10:30 a.m. Break  
10:30 - 11:30 a.m. Topic #3  
11:30 - 12:00 p.m. Q & A

Location: Bradley Arant Boult Cummings LLP  
One Federal Place  
1819 Fifth Avenue North  
Birmingham, AL 35203

### To Register

Please register by email to [rsvp@babbc.com](mailto:rsvp@babbc.com) and designate which seminar location you wish to attend. Due to limited seating, registrations will be collected on a first-come, first-served basis. If registrations exceed capacity, a waiting list will be created. **Registration deadline for this event is May 7th.**

*If you are unable to attend one of these seminars but wish for one of our faculty to meet with your company to discuss any aspect of federal government contracting, please contact Ashley McCormick at 205.521.8631 or [amccormick@babbc.com](mailto:amccormick@babbc.com).*



**Thursday, June 4, 2009**  
Jackson, Mississippi

Agenda: 7:30 - 8:00 a.m. Breakfast and Registration  
8:00 - 9:00 a.m. Topic #1  
9:00 - 10:15 a.m. Topic #2  
10:15 - 10:30 a.m. Break  
10:30 - 11:30 a.m. Topic #3  
11:30 - 12:00 p.m. Q & A

Location: The Old Capitol Inn  
226 North State Street  
Jackson, MS 39201

### To Register

Please register by email to [rsvp@babbc.com](mailto:rsvp@babbc.com) and designate which seminar location you wish to attend. Due to limited seating, registrations will be collected on a first-come, first-served basis. If registrations exceed capacity, a waiting list will be created. **Registration deadline for this event is May 21st.**

## Seminar Topics

### Topic #1 - Finding and Qualifying for the Work

Where is the stimulus money being spent on construction? How do you find the work? How do you qualify to do business with the federal government? What information exists to guide you through the process? Our faculty will answer these questions, providing specific and practical advice concerning the initial steps required to become a federal contractor, and the resources available to find federal work.

### Topic #2 - Pricing the Work

How do you price a government job? What rules govern the submission of pricing? Can you negotiate with the government? Does the government always take the low bidder, or does the government ever negotiate for a "best value" award? What are the rules governing pricing and negotiation? Our faculty will discuss the rules regarding hard bid and negotiated procurements, providing practical advice concerning preparation and submission of bids and proposals.

### Topic #3 - Managing the Work

Are government projects managed just like any private project? Well, yes and no. Although you will build your project according to sound construction practices, there are many different administrative requirements on government projects, including, for example, specific record-keeping and reporting requirements. Are changes handled differently on government jobs? What about reservation of rights? Does the government representative have the authority to change the work? How can you be sure? We will address these and other questions related to the management of federal projects, providing practical advice for those in the field and in the home office. We will identify specific common pitfalls, and provide practical advice which will help you avoid these pitfalls.