

## Defense Sector

# Managing government relations & complex multijurisdictional matters



### When you need to manage

- evolving and complex Department of Defense regulations
- a changing defense marketplace affecting vendors of all sizes
- significant political change in Washington D.C. and across the United States

our team can help.

### Our Defense Sector clients face increased risks and increasing opportunities in a changing and challenging political climate

- We provide responsive, experienced, and realistic advice for our clients to make informed decisions
- Our network of relationships with the Department of Defense, State Guard and Reserve agencies, major defense contractors, military facilities, members of Congress, as well as universities and organizations supporting the defense sector, can help
- We help clients prevent litigation, but if needed can step up to defend clients in complex, multijurisdictional litigation

### Our team includes a wide level of experience and diverse perspectives

- Former Assistant Staff Judge Advocate and Senior Advisor, International Law Division, U.S. Central Command, United States Air Force
- Former members of Congress on the House Armed Services Committee and their senior staff
- Former regulator with U.S. Customs and Department of Commerce
- Enterprise-wide electronic discovery counsel for clients with global operations — class action and multidistrict litigation defense counsel
- Insights from internal investigations on behalf of a company and its Board

### Related Practice Areas

Customs & International Trade

Federal Government Strategies

Government Contracts & Grants

Government Relations

International Relations & Sovereign Government Advocacy

State & Local Government Relations

### Related Industries

Construction

Manufacturing

Real Estate

Technology

#### **Our clients include**

- Fortune 100 companies
  - Privately held companies
  - Businesses with global operations
  - Research institutions
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#### **Our defense sector services include**

- Export and import licensing under regulations administered by Treasury, State, Commerce, and Justice Departments
  - Federal acquisition under Federal Acquisition Regulations (FARS, Defense FARS/DFARS, Department of Energy (DOE) FARS/DEARS) and Small Business Administration regulations
  - Department of Defense (DoD) sponsored work visas for foreign nationals working for U.S. based DoD contractors
  - DoD/Defense Security Service facilities clearances under National Industrial Security Program
  - Federal government relations including congressional relations, legislative and procurement strategies, DoD pilot projects, and creating/strengthening industry relationships
  - Application of Buy America/n Acts to DoD procurement
  - Purchase and sale of arms, munitions and military avionics, aircraft and components, software, and computers to foreign governments and private parties
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#### **The Nelson Mullins Defense Sector Team has the experience to help clients manage the challenges faced in today's environment**

- Counsel on acquisition of DoD contractors
- Counsel on self-classification of export licensing for defense articles/defense services and commodities under ITAR/EAR provisions in aviation, encryption and telecommunications industries
- Counsel on voluntary self-disclosures under Deferred Prosecution Agreements
- Preparation of export trade control and anti-corruption compliance plans and production of training workshops for clients
- Forensic audits
- Advice on retention and reservation of intellectual property rights in IDIQ contracts under DFARs
- Advice on competitive bidding under FARs
- Advice on Technology Control Plans under DOE regulations (DEARs)
- Advice on compliance with structuring WBE and MBE enterprises to compete for Section 8(a) set asides in SBA approved joint ventures and small business awards

## Why Nelson Mullins?

- A practical business mindset
- Integrated information governance services
- Multi – disciplinary team
- Predictability and cost efficiency
- Relationships with law enforcement, public relations and government professionals and the communities in which we do business

## Experience

Following is a selected sampling of matters and is provided for informational purposes only. Past success does not indicate the likelihood of success in any future matter.

- Assisted and counseled companies that have acquired other companies and then were subsequently bought by a prime contractor
- Assisted client with sale of arms to the Ministry of Defense of Israel through the Foreign Military Sales program
- Connected a small chemical products formulator to branches of the military, as well as to members of the United States Senate, United States House of Representatives, and Congressional Staff
- Worked with small defense contractor seeking introductions to military facilities
- Assisted prime contractor seeking opportunity to test and market new technologies
- Assisted Facilities Officer prepare supplementary procedures for administration of an FCL under the National Industrial Security Program administered by Defense Security Service
- Assisted in a successful legislative effort to abolish a production industrial base that limited acquisition by the Armed Services of the products to three companies; thereby, opening acquisition opportunities and competitive pricing to the entire industry