

The Nuts and Bolts of Selling to the Government

Agenda

Friday, October 30, 2009	
12:30 pm to 1:00 pm	Registration
1:00 pm to 2:30 pm	Presentation: Government Contracts vs. Commercial Contracts
2:30 pm to 2:45 pm	- Break -
2:45 pm to 4:00 pm	Presentation: RFP/RFO, Contracts, and You
4:00 pm to 5:00 pm	Q&A

Mr. O'Connor, who grew up in Buffalo, is now Special Counsel to the Law Firm of Albo & Oblon LLP, Arlington, VA, for government contract issues. A graduate of Canisius High School, Canisius College and Notre Dame Law School, he served as a government attorney from 1971 to 1985. In 1985, he left federal service and began private practice as a sole practitioner in Washington, DC.

Mr. O'Connor's private practice was trial-oriented, focusing on government contract litigation and court-appointed criminal defense work. He advised government contractors and litigated government contract cases before the various Boards of Contract Appeals, the Government Accountability Office (GAO), the Court of Federal Claims (CFC), and the U.S. Court of Appeals for the Federal Circuit. In 1985, he also began teaching government contract courses for Management Concepts which continues to today. In 1991, he received a Master of Laws (Government Procurement Law) degree from the George Washington University Law Center. For more than 20 years, he has written the "Recent Decisions" column for the [Federal Acquisition Report](#). He has also written several books published by Management Concepts: [Understanding Government Contract Law](#) and [Procurement Ethics Desktop Reference](#) now being revised for its 5th Ed. He co-authored [The Federal Contract Answer Book](#) also published by Management Concepts, now in its 2nd Ed.