

Public Bidding & Procurement News

Volume 1

May 2013

NEWLY FORMED PROCUREMENT PRACTICE

Gallagher & Kennedy's Public Bidding & Procurement practice group offers top-notch counsel and advice, assisting our clients regarding federal, state and local government contracting. Government entities spend *billions* of dollars each year purchasing a wide variety of commodities and services from private businesses. These lucrative government contracts are secured through a public purchasing process known as "public bidding" or "procurement."

Every government entity has its own purchasing needs; and every entity has its own procurement opportunity-notification system, bid process, timeline, rules and regulations. We understand how cumbersome it can be for businesses merely to identify potential procurement opportunities, let alone determine how to comply with the government's rules and regulations.

Experience at Work for You

At Gallagher & Kennedy, we work with you to identify meaningful revenue-generating opportunities for your business. And, we provide unmatched experience navigating the complex and specialized public bidding and procurement laws from start to finish. We understand the technical aspects of procurement law and procedure, and how government contracting works in the real world.

We have been involved in many high-profile procurement matters, some of which include multi-million dollar contracts. For example, we:

- Successfully defended international food and beverage expert SSP America's selection as the master concessionaire for Phoenix Sky Harbor Airport's Terminal 4, Package 2 Food & Beverage contract;
- Successfully defended the State of Arizona's procurement award of its statewide health insurance contract for the State's 50,000 employees; and
- Successfully defended the State of Arizona's procurement award of its Regional Behavioral Health Authority for Maricopa County.

We provide cost-effective advice and assistance focused on minimizing risk, avoiding pitfalls or traps for the unwary, and avoiding or resolving disputes. If disputes do arise, we have extensive experience before administrative and judicial tribunals.

Our procurement lawyers, along with our stable of highly skilled professionals, will assist you with any aspect of the procurement process, including:

- Compliance with State & Local Laws
- Bid/Proposal Preparation & Submission
- Contract Negotiation
- Bid Protests
- Contract & Licensing Issues
- Government Relations
- Intellectual Property

Meet Our Team

Leading the Public Bidding & Procurement practice group is Kevin O'Malley, a seasoned trial lawyer and expert in public bidding and procurement. He earned the *Best Lawyers* 2013 "**Municipal Lawyer of the Year Award**" for his extensive, successful work on the Phoenix Sky Harbor Airport's Terminal 4 Food & Beverage contract.

Joining Kevin to form this new group are shareholder Kiersten Murphy and associate Laura Antonuccio. Both attorneys bring complementary public bidding and procurement experience and to the group.

Additionally, our public bidding and procurement professionals are members of the Public Contract Law Section of the American Bar Association and the State Bar of Arizona's Administrative Law Section.

For further information, please contact:

Kevin O'Malley
602-530-8430
kevin.omalley@gknet.com

Kiersten Murphy
602-530-8547
kam@gknet.com

Laura Antonuccio
602-530-8186
laura.antonuccio@gknet.com

GALLAGHER & KENNEDY, P.A.

2575 East Camelback Road • Phoenix, Arizona 85016-9225 • Phone (602) 530-8000 • Fax (602) 530-8500