



PUBLIC BIDDING & PROCUREMENT

In the Arizona marketplace, Gallagher & Kennedy stands as a leader in public bidding and procurement legal services because of its depth of experience and consistent history of success for its clients. Our team of attorneys offers top-notch counsel and advice, assisting our clients with local, state and federal government contracting.

VALUABLE BUSINESS OPPORTUNITIES

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.” Not only is public procurement good for private business, but a robust and competitive procurement process assists the government in securing low-cost, best-value goods and services in the best interest of the taxpayer.

Those who participate in the competitive procurement process for government contracts understand the value of the kind of expert counsel, cost-saving efficiencies and business sensibilities that the G&K team delivers. Every government entity has its own purchasing needs; and, nearly every entity has its own procurement opportunity notification systems, processes, timelines, rules and regulations. Our lawyers understand how cumbersome it can be for businesses merely to identify potential procurement opportunities, let alone figure out how to comply with the government’s rules and regulations, and we can help.

SHARPENING YOUR EDGE

Keenly focused on bottom-line results, our lawyers work to identify meaningful revenue-generating opportunities for your business. We provide unmatched experience navigating the complex and specialized public bidding and procurement laws from start to finish. Our attorneys understand the technical aspects of procurement law and procedure, and just as importantly, how government contracting works in the real world.

We provide cost-effective advice and assistance focused on helping businesses identify and pursue contracting opportunities, minimize risk, eliminate pitfalls, avoid or resolve disputes and defend awards. If disputes do arise, our public procurement litigators have extensive experience before administrative and judicial tribunals, including decades of experience handling procurement disputes.

UNPARALLELED EXPERIENCE IN ARIZONA

We have served as lead counsel in many high-profile procurement matters, some of which involved multimillion-dollar contracts for the State of Arizona and the City of Phoenix. Such cases include:

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

EXPERIENCE MATTERS

The public bidding & procurement practice group is led by Kevin E. O’Malley, a seasoned trial lawyer with decades of experience handling procurement matters. He was recognized by *Best Lawyers of America* as the “2013 Phoenix Litigation – Municipal Lawyer of the Year.” In addition, all of our public bidding & procurement attorneys are members of the Public Contract Law Section of the American Bar Association and the Administrative Law Section of the Arizona State Bar.

Gallagher & Kennedy is a registered member of *ProcureAZ*, *BidSource*, *BidSync*, and is registered to receive notice of procurement opportunities from a variety of local government procurement and purchasing departments. We proactively monitor these procurement sources for opportunities for our clients.

PRACTICE AREAS

- Business Law and Transactions
- Claims, Disputes and Litigation

- Compliance
- Construction
- Contract Negotiations
- Government Affairs and Lobbying
- Government Bid and Proposal Preparation and Submission
- Intellectual Property