

SCHOONOVER + MORIARTY | HI-PTAC

INCREASING COMPETITIVENESS IN THE GOVERNMENT MARKETPLACE

*Free 3 Event Series on Avoiding
Affiliation, Increasing Competitiveness,
and Leveraging Past Performance*

MAY 17, 18, 19, 2021
08:30AM TO 10:00AM HST



Register:

[May 17th](#)

[May 18th](#)

[May 19th](#)

This Procurement Technical Assistance Center (PTAC) is funded in part through a cooperative agreement with the Defense Logistics Agency.

www.hiptac.org

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PRESENTATION OVERVIEW:

Avoiding Affiliation: Protecting Your Small Business Eligibility

Affiliation is an insidious topic for small business federal government contractors. It can turn a small business into a large business—sometimes without the business even knowing why.

Protecting small business eligibility is vital for federal government contractors. In this presentation, government contracts attorney Matthew Schoonover will teach attendees how the SBA determines a company's size, under both employee and receipts-based size standards. This presentation will also focus on how the SBA will find two businesses to be affiliates of each other, which could adversely impact size, as well as ideas on how to fracture affiliation. Attendees will be armed with information needed to understand the SBA's regulations and how to best avoid affiliation.

Increasing Competitiveness Through Mentor/Protégés, Joint Ventures, and Teaming

It's no secret that federal government contract awards are hard to earn. This is becoming truer and truer as Uncle Sam continues to consolidate awards.

In this age of consolidated contracts and increased competition, small business contractors must take every advantage to best position themselves for award.

Thankfully, the Small Business Administration offers great tools to do so: through the SBA's mentor/protégé program, and through joint ventures or teaming.

In this presentation, government contracts attorney Matthew Schoonover will discuss the importance of these contracting tools, and why they might make sense for your small business. Attendees will learn how to apply and tips for success.

Past Performance: Leveraging Success to Win Future Awards

When Shakespeare penned "what's past is prologue," he probably wasn't thinking of federal government contracts. Still, his immortal words carry valuable lessons for small business contractors.

In the age of best value procurements, the federal government will often look to the past to determine whether to issue an award in the future. It's crucial, therefore, that small business contractors understand how past performance is measured—and, just as importantly, how to address any concerns with their past performance.

Join government contracts attorney Matthew Schoonover for a discussion of past performance. In this presentation, attendees will learn how past performance is evaluated, how to leverage their past performance to enhance their competitiveness, and strategies for addressing any less-than-glowing past performance evaluations.

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PRESENTER BIO:

Matthew is the founder and managing member of **Schoonover & Moriarty LLC**, a law firm dedicated to serving federal government contractors. Together with his colleagues, Matt counsels clients on all aspects of their work with the federal government—from understanding acquisition regulations and contract provisions; to ensuring compliance with regulations relating to small business and socioeconomic program eligibility; and to developing mentor/protégé agreements, joint venture agreements, and subcontracts. Schoonover & Moriarty also represents contractors in bid protests, size and socioeconomic eligibility protests, and performance disputes. Above all, Matt enjoys helping small businesses achieve success in the federal marketplace.

Matt is an experienced speaker, having traveled the country (and, more recently, cyberspace) to present on topics critical to small businesses. He has been interviewed for a variety of publications and podcasts relating to small businesses. He's also an experienced writer on small business federal contracting issues; you can follow Matt's posts on small business federal contracting issues on GovConBrief.com.

Make sure to connect with Matt on LinkedIn. You can also email Matt at mschoonover@SchoonoverLawFirm.com or call him at **913.354.2630**.

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