



Selling Unmanned Systems Products and Services to Federal, State and Local Government Agencies

11.15.2017

Location: Tower Club Tysons Corner, 8000 Towers Crescent Drive, Suite 1700, Tysons, VA 22182

Who Should Attend: CEOs, CFOs, COOs and in-house counsel at businesses in the growing unmanned systems ecosystem that plan to sell products or services to the federal or state governments

Agenda:

8:00 - 8:30 a.m. – Registration & Continental Breakfast

8:30 - 9:40 a.m. – Selling to the Federal Government

Robert E. Korroch, Moderator

- Emerging Government Markets for Unmanned Systems, *Kevin D. Pomfret, speaker*
- Selling to the Federal Government: Understanding and Overcoming Some Unique Requirements, *Michael D. Maloney, speaker*
- Confronting the Cybersecurity Challenges of the Government Contracts Market, *Anthony H. Anikeeff, speaker*

9:40 - 9:50 a.m. – Break

9:50 - 11:00 a.m. – Other Considerations When Selling to Government Agencies

Robert E. Korroch, Moderator

- Navigating the State and Local Public Procurement Process in Virginia, *Patrick A. Cushing, speaker*
- Protecting Your IP Assets and Rights When Contracting With the Government, *Robert C. Van Arnem, speaker*
- Export Considerations When Selling to Foreign Governments, *Thomas B. McVey, speaker*

Cost: There is no cost to attend.

Related People

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- Robert E. Korroch – 757.629.0624 – rkorroch@williamsmullen.com
- Michael D. Maloney – 703.760.5230 – mmaloney@williamsmullen.com
- Thomas B. McVey – 202.293.8118 – tmcvey@williamsmullen.com
- Kevin D. Pomfret – 703.760.5204 – kpomfret@williamsmullen.com
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Related Services

- Unmanned Systems
- Government Contracts
- Data Protection & Cybersecurity
- International
- ITAR, Export Controls and Economic Sanctions
- Government Relations
- Corporate
- Intellectual Property