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DOING BUSINESS WITH THE GOVERNMENT:
AUSTRALIA AND U.S. - 18 FEBRUARY 2008

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COST OF ATTENDANCE: Full fee : \$150 (GST incl) ;
Full time student/unwaged: \$75 (GST incl)

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Cancellation Policy: Cancellations will be accepted up to one (1) day prior to the seminar. Cancellations received after this time will incur a \$25 administration charge.

PLEASE RETURN THIS FORM TO:
Legal Professional Development
Faculty of Law, University of Sydney
173-175 Phillip Street, Sydney NSW 2000
(DX 983 SYDNEY) Fax: (02) 9351 0200

ENQUIRIES : Please contact (02) 9351 0238

**LEGAL PROFESSIONAL
DEVELOPMENT**

Sydney Law School offers Professional Development seminars, courses and units of study in a range of subjects and modes, including intensive programs, seminars series and individual evening presentations.

Seminars, courses and postgraduate units of study are available to anyone with an interest in the area of study. There is no prior educational requirement although some postgraduate units assume a prior knowledge in the area.

Seminars, courses and units of study offered under Sydney Law School's LPD program meet the necessary requirements of both the Law Society of New South Wales and the New South Wales Bar Association in relation to their individual members.

For further information please contact:

Legal Professional Development, Faculty of Law,
University of Sydney, 173-175 Phillip Street,
SYDNEY NSW 2000, Telephone: (02) 9351 0238
Email: V.Carey@usyd.edu.au

This seminar is part of the Legal Professional Development Program administered by the Faculty of Law at The University of Sydney. Attendance at this seminar will qualify participants for 1.5 MCLE/CPD units if this particular educational activity is relevant to their immediate or long term needs in relation to their professional development and practice of the law.



Ross Parsons
Centre of Commercial, Corporate and Taxation Law



SEMINAR
**Doing Business with the
Government:
Australia and U.S.**

MONDAY 18 FEBRUARY 2008
5:30 pm - 7:00 pm

SPEAKERS

Donald Arnavas
Scott L Jones, Legal Officer, Raytheon Australia
Peter A Joy, Tenix Pty Ltd
Dr Nick Seddon, Blake Dawson

SYDNEY LAW SCHOOL
UNIVERSITY OF SYDNEY
173 - 175 PHILLIP STREET SYDNEY

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Doing Business with the Government: Australia and U.S.

Practical Business and Legal Perspectives for Maximising Opportunities in Defence and Other Major Procurement

Government procurement, particularly in defence, provides enormous commercial opportunities for Australian businesses. Now, as both U.S. and Australian contractors become increasingly engaged in competing—on a virtually equal basis—in each other’s government procurement systems, they are also encountering the unique mix of opportunities and risks that government contracting presents. The speakers at this seminar will discuss the pivotal issues involved in government contracting from four perspectives.

- The principal lawyer for one of Australia’s largest defence contractors will review the key considerations involved in dealing with Government Agencies and contractors in the U.S. and Australia.
- An attorney from the United States will talk about the most efficient methods of timely locating new U.S. contracting opportunities and protecting one’s rights in case of award protests or performance disputes.
- An Australian lawyer will discuss key legal issues arising out of contracting with State and Commonwealth Governments in Australia.
- Australian Counsel for a major U.S. defence contractor will review the most efficient methods of communicating with Australian and U.S. contracting officials and coping with the time/distance factors involved in conducting business between Canberra and the United States.

The Speakers

Donald Arnavas is a former Judge now engaged in private law practice and as an arbitrator/mediator in Washington D.C. He is the author of the *Government Contract Guidebook* now in its 3rd Edition and 24th year of publication.

Scott L. Jones is the resident legal officer with Raytheon Australia in Canberra.

Peter A. Joy is the Principal Lawyer - Corporate Legal, Tenix Pty Ltd. He has since 1997 advised on the major contracts of Tenix Group, one of Australia’s largest defence and technology contractors.

Dr. Nick Seddon is an attorney with Blake Dawson in Canberra. He concentrates his practice on Government and general contract issues and is the author of *Government Contracts—Federal, State and Local (3rd Ed. 2004)*.

There will be ample time for discussion and questions following the presentations.

SEMINAR

Doing Business with the Government: Australia & U.S.

DATE: Monday 18 February 2008

TIME: 5.30 pm – 7.00 pm
(Seminar commences at 5.30 pm with registration desk and light refreshments available from 5.00 pm)

COST:
Full Fee Registration: \$150 (GST incl.)
Full time student/unwaged: \$75 (GST incl.)

LOCATION:
Sydney Law School
173-175 Phillip Street, Sydney