

GOVERNMENT SALES

Multidisciplinary expertise for advising clients on
business with public agencies

Our team brings together a variety of practices focused on advising clients on business with public agencies. We work from the preparation phase of companies for this purpose, through to assisting with bidding processes and contracts, to defense in sanctioning proceedings, internal investigations, and negotiation of agreements.

MAIN SERVICES

PREPARATION FOR SALES TO THE GOVERNMENT

Especially since the Anti-Corruption Law and major investigative operations like Operation Car Wash, companies have been seeking to anticipate the realization of corporate risks associated with their government business. We advise companies on taking preventive action in structuring their commercial, legal, and compliance departments to sell to the government more safely.

BIDDING AND CONTRACT ADVISORY

Once you have identified a potential supply opportunity for a public agency, it is time to ensure your company's participation is transparent, competitive, and secure.

We advise companies from the pre-bidding phase through the entire contract lifecycle, avoiding problems and mitigating risks before regulatory agencies.

CORPORATE INVESTIGATION AND DEFENSE

Even companies well-prepared to do business with governments are subject to undesirable situations, such as allegations of fraud, corruption, or anticompetitive behavior. Should this occur, our team has extensive experience in independent investigations and defense in administrative sanctioning proceedings (including civil and criminal proceedings and negotiations of agreements with authorities).



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