

# Government Contracts Cyber Café: Bid and Proposal — Protect Your Business With Notifications

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Heather Engel – Sera-Brynn

**Pepper Hamilton LLP**  
Attorneys at Law

July 17, 2018

**SERABRYNN**<sup>®</sup>  
CYBER RISK MANAGEMENT

# About Hilary Cairnie and Pepper Hamilton

- ▶ Partner at Pepper Hamilton, a national law firm with more than 425 lawyers in 13 offices across the U.S.
- ▶ Member of the firm's Government Contracts Practice Group, resident in the Washington office.
- ▶ Practice is diverse and encompasses virtually all manner of government contracting matters.
- ▶ Advises and represents clients in all manner of enforcement controversies including corporate inquiries and investigations, as well as criminal, civil and administrative investigations and associated legal proceedings.
- ▶ A frequent public speaker on topics of interest to the government contracting community.

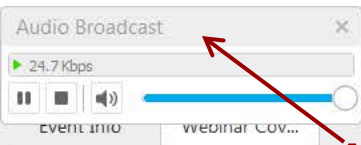


# About Heather Engel and Sera-Brynn

- ▶ Chief Strategy Officer at Sera-Brynn, a globally ranked cyber risk management firm headquartered in Suffolk, VA.
- ▶ Ms. Engel has over 15 years of experience in risk and compliance, system integration, disaster recovery, security policy, and security testing and evaluation.
- ▶ Ms. Engel has been a keynote speaker at numerous conferences across the country, written articles, and served on cybersecurity panels with Vice President Joe Biden and Virginia Governor Terry McAuliffe.
- ▶ Ms. Engel was a 2015 Inside Business Women in Business Honoree.



# Audio

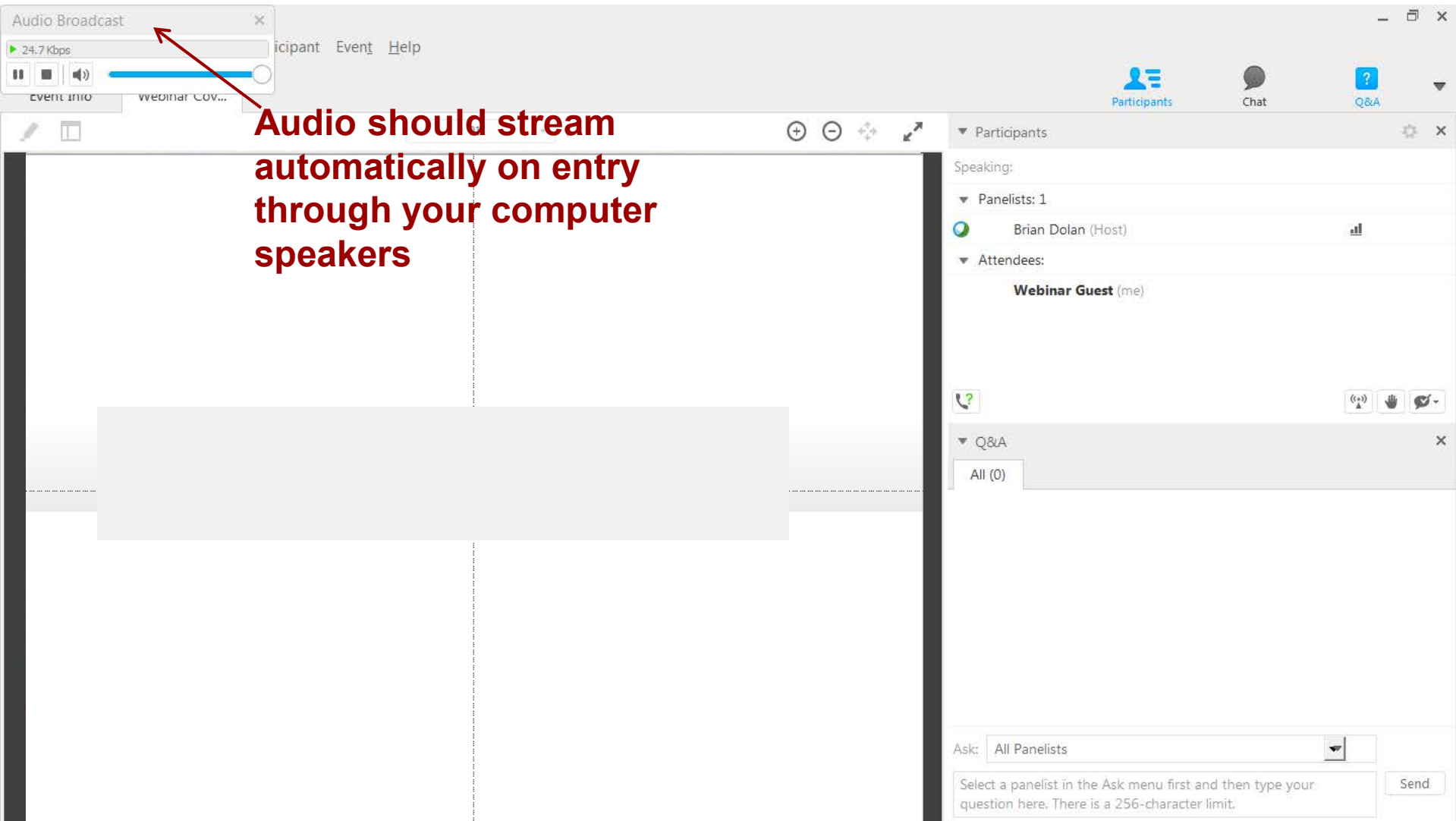


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Panelists: 1

Brian Dolan (Host)

Attendees:

Webinar Guest (me)

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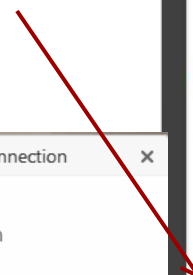
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**Send us questions**

**We will be starting at 8:30am ET. There is currently no audio until we start.**

# Today's Discussion

- ▶ Proposal notifications, caveats, assumptions, exceptions and disclaimers are frequently used by offerors to provide important context to their offers, to call attention to specific requirements or conditions where their stated approach may in some way be qualified
- ▶ It is natural want to use that same approach to contextualize your company's efforts to comply with DOD's cyber security requirements, or perhaps call attention to aspects of the new DOD rule with which you are not yet fully compliant. Resist that temptation.



# Today's Discussion

- ▶ In our July 17, 2018 cyber cast we will be discussing the mechanism included in DFARS 252.204-7012 for obtaining a variance from the many requirements enumerated in NIST SP 800-171. Among other things, we will discuss:
  - The steps involved in requesting a variance
  - Suggested form and content of a variance request
  - How to address the variance issue in your proposal
  - The timing for submitting and deciding your variance request, and who decides
  - The implications of receiving a favorable and unfavorable decision on your variance request
  - The risks of not requesting a variance.

# Q&A

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Q&A

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Ask: All Panelists

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# Government Contracts Cyber Café Series

(all 8:30 – 9:15AM ET)

- ▶ August 21, 2018
- ▶ September 18, 2018
- ▶ October 16, 2018
- ▶ November 20, 2018
- ▶ December 4, 2018

Save the dates! More detailed invitations to follow. All recordings from prior cyber café webinars can be found on Pepper's Insight Center.

Email Jennifer Kuban at [kubanj@pepperlaw.com](mailto:kubanj@pepperlaw.com) to join the invite mailing list.

For more information, visit

[www.pepperlaw.com](http://www.pepperlaw.com)

[www.sera-brynn.com](http://www.sera-brynn.com)

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