

Best Practices for OCONUS Contracting

Presented By: Karen Dobson, Sean Milani-nia, Lee Rock, Cristy Bethancourt,
Karen Barbour, Chris Smith, Peter A. (Duke) DeLuca, & Dave W. Vivian

The Federal Acquisition Regulation guidelines for contracting with the United States overseas is not all you need to know. The Dobson-Barbour team is bringing together specialists in international federal government contracting to educate and discuss how to comply with contracts, manage risk, protect employees and assets. Join us for “Best Practices for OCONUS Contracting” at the Tower Club on November 15th 2018 from 7:30 am to 11:00 am. We will be covering an array of risk management topics including surety, international insurance coverages, the Defense Base Act, and legal war stories.

Event Details

Date: November 15, 2018
Time: 7:30 AM - 11:00 AM
Location: Towers Club
Address: 8000 Towers Crescent Drive
Unit 1700
Vienna, VA 22182

[Click HERE for the Agenda](#)

[Register Online NOW](#)

----- Meet Our Speakers -----

Karen Dobson
Principal
kdobson@govcondba.com
www.govcondba.com



Karen Dobson is the owner and founder of GovCon Consulting, LLC. Dobson has spent over 25 years in the heart of the complexities of international government contracting. GovCon Consulting, LLC is a recognized leader in defining and developing solutions for Defense Base Act coverage and its implications for both contractors and the government agencies responsible for requiring and administering the Act.

Sean Milani-nia
Partner
smilani@foxrothschild.com
www.foxrothschild.com



Sean’s government contracts practice involves resolving claims, requests for equitable adjustments and bid/size protests. He has experience representing federal contractors in claims before the various boards of contract appeals, including the Armed Services Board of Contract Appeals and Civilian Board of Contract Appeals. Sean also regularly assists clients pursuing bid protests before the Government Accountability Office and Court of Federal Claims, size protests before the U.S. Small Business Administration, size appeals before the Office of Hearings and Appeals and requests for reconsideration before the Center for Veterans Enterprise.

Lee Rock
Vice President
lee@psafinancial.com
www.psafinancial.com



Vice President, PSA Financial, Inc and President of Glen Rock Insurance, Inc. – an affiliated co. Active in the insurance industry for over 36 years, he has earned the CPCU and CIC designations specializing in commercial property and casualty exposures on larger complex risks. He provides risk survey and analysis on a fee basis and is sought after as expert for litigation cases. PSA and The Barbour Group are formal JV partners for commercial insurance risks.

Continued...

Best Practices for OCONUS Contracting

Page 2

Cristy Bethancourt
Multinational Underwriting
Specialist

Cristy.Bethancourt@aig.com
www.aig.com



Cristy Bethancourt serves as one of AIG's Foreign Casualty Underwriter for the Northeast Region which includes Maryland, DC, Virginia, Philadelphia and New York. In her role, Cristy is responsible for underwriting and managing her book of large multinational accounts. One of AIG's growth products is Multinational where Cristy focuses on production, as well as the development, expansion and enhancement of broker and client relationships within the territory.

Karen Barbour
Founder / Owner

karen@thebarbourgroup.com
www.thebarbourgroup.com



Founder/Owner of The Barbour Group, LLC, BG Network, LLC and The Alliance for Hispanic Commercial Contractors with over 30 years of experience in contract and commercial surety in various positions that include contract bond underwriting for Top 10 sureties and sales producer for leading DC Metro agencies, while simultaneously owning a construction company for ten years engaged in steel erection and metal fabrication, to starting her own nationally licensed surety and insurance agency in 2002 focusing on surety bonds for construction clients across the country that include start-ups to Fortune 1000 firms.

Chris Smith
Vice President, Sales

csmith@thebarbourgroup.com
www.thebarbourgroup.com



Vice President, Sales of The Barbour Group, LLC with over 18 years of experience in sales, marketing and risk management. Chris is a career sales professional who brings both Fortune 500 company and startup company sales and business development expertise to The Barbour Group. Chris' primary focus is surety bonds and risk management for federal sector contractors. His industry expertise and his wide-reaching stakeholder network has helped many 8(a), HUBZone, Woman-Owned Small Business, and Service-Disabled Veteran-Owned companies scale toward profitability and market leadership.

**Peter A. (Duke)
DeLuca**
Brigadier General, US Army,
Retired

www.rooseveltdc.com



Duke DeLuca joined the Roosevelt Group in September 2017 as a Senior Advisor. He has 32 years experience working in the U.S. Army at all levels from platoon to combatant command, in the process commanding an engineer battalion and a multi-service engineer brigade in combat, and commanding two U.S. Army Corps of Engineers Divisions and serving as the Commandant for the U.S. Army Engineer branch and school. These positions highlighted exceptional skills in program and project delivery and in interagency and political collaboration. He has extensive COO experience in multi-functional regional divisions of a global architectural, engineering, construction, environmental and water resources development organization with strong experience as the functional lead for the U.S. Army for the delivery of engineering effects and services across the entire U.S. Army.

Dave W. Vivian
US Air Force, Retired
Contracting Officer & Branch
Chief - US State Department

VivianDW@state.gov



Dave Vivian is a warranted Contracting Officer and Branch Chief for the Architectural and Engineering Contracting Branch within the Office of the Procurement Executive; Facilities, Design and Construction Division. Dave is responsible for the acquisition of architectural, engineering, and construction services valued at \$1.8 billion in FY 2018 required to design, construct, and maintain the Department of State's facilities both domestic and overseas. Dave joined the Department in August 2000 after retiring from his 26-year career in the US Air Force. For the last eighteen years, Dave has provided acquisition support to the Bureau of Overseas Buildings Operations (OBO) to facilitate and acquire contract support and contractor involvement in the design, construction, maintenance, and renovation of DOS facilities worldwide. He is a graduate in business from the McKendree University in Lebanon Illinois.