

How to win Government Contracts in Germany

With an estimated annual volume of 1,500 billion Euro the EU Government Contracts market provides a variety of interesting business opportunities. Federal and regional Government bodies in Germany are constantly awarding contracts for goods and services in the fields of Healthcare, IT, Defense & Security Solutions, Public Transportation, Smart City and many more. Attend the seminar to learn the basic rules of Public Procurement in Germany. Discuss typical challenges of procurement procedures and learn how to challenge them in order to increase your chances to win Government Contracts

Schedule

09:30 Reception

10:00 Opening / Introduction, Grisha Alroi-Arloser, CEO at German-Israeli Chamber of Industry & Commerce and N.N. Israel Export Institute

10:15 Testimonial by Avital Futterman, VP Legal Affairs & General Counsel at Cellebrite

10:30 Dr. Daniel Soudry, LL.M. – Certified Government Contracts

Lawyer SOUDRY & SOUDRY Law Firm / Berlin

- How can I find relevant business opportunities?
- When can Israeli companies apply in Germany?
- In which language is the award procedure carried out ?
- Apply alone or team up with partners?
- What if a bidder is a “sole source supplier“?
- What’s the “Principle of Product Neutrality? What are the exemptions?
- What are the main obstacles for foreign companies?
- Bidder requests: When to ask a question – and when to remain silent?
- What is the legal remedy in the event of an infringement?

11:15 Coffee & pastries break

11:30 Testimonial #2 (tba)

11:45 Q & A

12:00 Networking

When? 17.02.2020, 09:30 – 12:30

Where? AHK Israel / German-Israeli Chamber of Industry & Commerce, Kaufmann Street 4, Sharbat House, 9th Floor, IL-6801296 Tel Aviv

*Please submit your legal questions to Dr. Daniel Soudry via the registration form until 10.02.2020