

Diana G. Richard



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Diana G. Richard is a partner in the Washington, D.C. office of Gibson, Dunn & Crutcher LLP. Ms. Richard joined the firm in 1988, after spending more than a decade as a lead negotiator with several large Federal Government contractors in the Washington, D.C. area. As a member of the firm's Government and Commercial Contracts, High Technology and Intellectual Property Practice Groups, Ms. Richard handles a wide variety of Federal Government, state and local government and commercial contract matters.

In this regard, Ms. Richard provides day-to-day compliance guidance to many large and small Federal Government contractors as they strive to comply with the many statutes and regulations that govern all aspects of seeking and performing Federal Government contracts and grants. Ms. Richard provides advice to clients concerning their contractual obligations to the Federal Government stemming from the Federal Acquisition Regulation ("FAR"), the Defense Federal Acquisition Regulation Supplement ("DFARS") and other agency procurement regulations, including those applicable to non-appropriated fund activities and government entities such as the FDIC and the U.S. Postal Service. Ms. Richard also provides advice to clients concerning state procurement statutes and regulations. She has developed extensive experience concerning the Buy American Act, the Procurement Integrity Act, FAR and DFARS technical data and patent rights provisions, pricing and cost issues, the protection of valuable intellectual property interests, computer software and privately developed scientific technologies, as well as the FAR requirements for mandatory disclosure. In addition, Ms. Richard routinely assists her clients in the drafting and negotiation of complex teaming agreements, subcontract agreements, license and joint development agreements, cooperative research and development agreements and non-disclosure agreements. Ms. Richard provides advice regarding terminations for convenience, procurement and non-procurement debarment and suspension, fraud investigations, the Truth In Negotiations Act, novations and due diligence preceding the acquisition or sale of a government contractor. She also has extensive experience in the negotiation of GSA Multiple Award Schedule contracts.

From 1976 to 1987, Ms. Richard was employed by several large corporations that provided a variety of services and products in support of commercial clients as well as NASA, DOD and civilian Federal Government agencies. Ms. Richard acted as a lead negotiator, analyst and administrator for these companies, providing Ms. Richard with invaluable business experience and critical insight regarding the day-to-day issues facing companies that negotiate and contract with the Federal Government, state and local governments and large commercial entities.

Ms. Richard is admitted to practice before the courts of the State of Maryland and the District of Columbia. She received her law degree in 1988 from the University of Maryland School of Law, where she was elected to the Order of the Coif. Ms. Richard received her undergraduate degree with highest honors from the University of Montevallo, Montevallo, Alabama in 1975, graduating at the top of her class.

Ms. Richard lectures frequently regarding various federal and state government contracting issues including accounting issues facing government contractors, the risks attendant to large complex computer software implementation projects for commercial as well as federal government customers, and the in's and out's of doing business in various states such as New York and California. She is a regular speaker at Thomson West's Annual Government Contracts Year In Review regarding compliance issues facing federal government contractors. She has written extensively in the area of federal government contracting.