

Gregory S. Jacobs

GOVERNMENT CONTRACTS CHAIR

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Companies turn to Greg Jacobs for help with all aspects of their government contracts legal needs.

Greg is the Chair of Polsinelli's Government Contracts Group. An experienced litigator, Greg leads trial teams in cases before the Boards of Contract Appeals and in state and federal courts. Greg also has extensive bid protest experience before the Government Accountability Office and Court of Federal Claims. In addition, Greg counsels government contractors and grantees on transactions, compliance matters, internal investigations, and mandatory and voluntary disclosures. Greg works closely with clients of all sizes – from small and early-stage companies, to traditional defense contractors and large, public corporations.

Industries of focus include:

- Information technology
- Defense and Aerospace
- Health care and Life Sciences

Greg's practice crosses international borders to address national security issues. Greg has extensive experience before the Committee on Foreign Investment in the United States (CFIUS), including: evaluating and advising on potential filings; strategic structuring of transactions; preparing notifications on behalf of both investors and sellers; meetings with, and presentations to, CFIUS staff and component agencies; negotiating mitigation agreements; and, post-review engagement relating to mitigation agreements. Greg also counsels clients on export control matters, including controls under the International Traffic in Arms Regulations (ITAR) and Export Administration Regulations (EAR).

In addition to his government contracts and national security practice, Greg represents national and state trade associations, professional societies, and other tax-exempt organizations on a variety of not-for-profit law issues. He has extensive experience in exempt organization governance, affinity relationships, disputes between associations, and lobbying and political activities. Greg serves in an outside general counsel role for many of his exempt organization clients.

Capabilities

- Government Contracts
- International
- International Trade
- Committee on Foreign Investment in the United States (CFIUS)
- Export Controls, Economic Sanctions & Compliance
- Customs
- Space Technology
- Nonprofit Organizations
- Post Chevron Educational Resources & Updates

Education

- The George Washington University Law School (J.D., *cum laude*, 2004)
 - The Public Contract Law Journal, member; George Washington Scholar
- University of Maryland (B.A., *magna cum laude*, 2001)
 - Dean's Scholar

Bar Admissions

- Maryland, 2004
- District of Columbia, 2005

Court Admissions

- U.S. Court of Federal Claims

Recognition

- Recognized as a Stellar Performance Lawyer by Thomson Reuters, 2026
- Selected as a 2019 BTI Client Service All-Star by BTI Consulting Group
- Selected for inclusion in Washington D.C. Super Lawyers, Rising Stars, Government Contracts, 2013, 2015, 2016, 2017, and 2018
- Selected for inclusion in *Bisnow Legal's "Trending 40 Lawyers Under 40"*, for Washington, D.C., 2015

Matters

Government Contracts:

- Represented a major defense contractor in a sustained appeal at the Armed Services Board of Contract Appeals (ASBCA), including a significant financial recovery.
- Obtained a permanent injunction at the Court of Federal Claims of award under a solicitation for foreclosure-related services, following a denial of the same protest grounds at GAO.
- Represented an international development contractor in several internal investigations regarding overseas contract and grant work and coordinated the resolution of those matters with the Department of State.
- Obtained a state court injunction of a contract award for networking hardware with the nation's largest school district, resulting in our client ultimately receiving the contract.
- Negotiated a large, sole-source supply contract with the Department of Health and Human Services for medical devices critical to fighting COVID-19.
- Successfully represented fuel transportation services contractor in debarment proceedings before the U.S. Air Force.
- Obtained an injunction at the Court of Federal Claims for an IT systems integrator protesting its exclusion from a large, multiple-award Army contract vehicle.
- Successfully represented a large logistics provider in GAO protest of \$165 million Department of State contract for global services that was protested by two competitors.
- Represented a Fortune 100 technology company with respect to a GSA investigation into potential civil fraud relating to allegations of overcharging on a GSA contract.

CFIUS:

Served as counsel before the Committee on the following:

- Acquisition of a US defense and homeland security contractor by a UK concern.
- Acquisition of a US national resources entity by a Chinese provincial government concern.
- Acquisition of a US environmental and construction firm performing classified work.
- Investment in US oil and gas interests by a Chinese concern.
- Acquisition of a US manufacturer of detector technology by a UK concern.
- Acquisition of a public US engineering and infrastructure firm by a UK public company.
- Acquisition of US solar technology provider by a Chinese concern.
- Investment in US biological research company by a Japanese public company.
- Acquisition of US biometric software manufacturer by a Chinese concern.