



Insights: Perspectives

KT Client Success | Government Contracts Team Prevails in GAO Bid Protest

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The Government Contracts Team successfully defeated a Government Accountability Office (GAO) bid protest for client InquisIT LLC, allowing it to keep a multimillion dollar contract to operate Export-Import Bank's information technology systems. D.C. Partner **Gunjan Talati** led a firmwide team consisting of Partner **Larry Prosen** (D.C.), Associate **Nick Nieto** (Houston), and Associate **Stephanie Bedard** (Atlanta).

The matter began earlier this year when the Export-Import Bank of the United States (the agency) conducted a procurement to determine which contractor would operate its information technology systems for the next five years. For a number of years, Knight Point Systems (KPS) held this contract, worth more than \$10 million. While incumbent contract holders can be difficult to replace, the task is not impossible and our client InquisIT decided to give it a shot. It paid off — InquisIT was awarded the contract and the agency was excited about its new contractor.

KPS, however, mounted a bid protest, launching a number of allegations at the agency and InquisIT, including allegations (1) of a "bait and switch" with the personnel InquisIT offered, (2) that the agency had improperly evaluated quotations, and (3) that the agency held improper discussions.

InquisIT turned to us to help the agency defend the award and the KT team fervently assisted the agency in defending its award to InquisIT. In a published decision the GAO rejected all of KPS's protest allegations. The decision included uncharacteristically harsh language against KPS accusing them of "ignoring" relevant portions of the record and even labeling some arguments as "tenuous."

Win in hand, our client is now moving ahead with contract performance and is extremely pleased with the excellent client service provided in helping to save this award.

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