



Government Contracts & Buy America

Masuda Funai advises on all aspects of Buy American and government sourcing and procurement at the state, federal and local levels. We represent domestic businesses and foreign-owned companies involved in doing business with the U.S. and local governments. Our experience ranges from transit, trains and rolling stock, to machinery and high and low tech components.

We represent businesses in their commercial relationships with government and top-level governmental suppliers from inception to termination. We advise on the local, state and federal bidding process rules that apply to government contracts and grants. Of paramount importance, we understand how our clients' trade secrets are protected throughout the public open bidding process at the state and federal levels and in a number of jurisdictions, including applications to state and federal courts in the event protections are inadequate or unavailable.

Of course, the U.S. government's objective is to Buy American, which can present significant challenges for our foreign-owned clients doing business in the U.S. As a result, we offer proven skill in advising on the Buy American Act (BAA), as well as regarding the rigid standards applied by the U.S. Trade Commission pertaining to the "Made in America" label. Our detailed analysis of often overlapping local, state and federal laws ensure client products are sufficiently "American" in origin to supply government and/or government funded buyers.

With decades of practice representing foreign-owned and, in particular, Japanese component suppliers involved in aerospace and defense contracts, we know how to guide suppliers and other companies through the complex government procurement process. Our familiarity with the many different rules and regulations, which can vary by industry and product, allow us to support our clients in realizing significant ROI when doing business with the U.S. government.