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## WILLIAM M. PANNIER

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### RELEVANT EXPERIENCE

**Pannier Law, PC**, Thousand Oaks, CA

2017-

*Principal*: California attorney dedicated to helping contractors and subcontractors by creating a substantial value proposition for government contracts legal services, including counseling and related litigation. Clients range from major primes to small businesses of various kinds.

**Holland & Knight**, Los Angeles, CA

2007-2017

*Associate (2007-14); Senior Counsel (2014-17)*: Advise contractors on issues arising under federal, state, and local government contracts, including contract administration, prosecuting protests and claims, compliance and internal investigations, false claims and enforcement defense, and related litigation.

### REPRESENTATIVE MATTERS

- Represented small company terminated for default under major Iraq reconstruction contract. The U.S. Army and DCAA contested the termination settlement proposal and multiple actions before the Armed Services Board of Contract Appeals and a suit in the U.S. Court of Federal Claims followed. Drafted detailed legal and factual analysis, which led to settlement negotiations culminating in conversion to a termination for convenience and monetary consideration in the millions being paid by the government.
- Convinced contracting officer to pay in full \$3 million certified claim under a government lease.
- Tried case before the Civilian Board of Contract Appeals arising from several claims under a government lease, ultimately resulting in a negotiated settlement.
- Defended IT contractor sued by a *qui tam* relator under California's False Claims Act. Assisted with internal investigation, developed factual analysis, and conducted discovery, including depositions. Drafted pleadings and argued motions before the court. Settled case via mediation.
- Worked with team of attorneys to conduct internal investigation on behalf of international health care company alleged to have provided kickbacks to physicians. Drafted report regarding potential misuse of clinical studies as a means to provide kickbacks to medical providers, which was submitted to the U.S. Department of Justice.
- Designed compliance programs for government contractors and grant recipients. Developed policies and procedures, and drafted Codes of Business Conduct and Ethics and Contract Manuals, and prepared and delivered in-person training.

- Intervened on behalf of Fortune 200 Company in effort to preserve award of \$100+ million telecommunications contract issued by California Joint Powers Authority and protested by rival offeror.
- Represented logistics contractor suspended for federal regulatory violations. Worked with the company president and vice-president to prepare defense submittals and, at administrative hearing, successfully persuaded authorities to reinstate the company.
- Counseled client regarding the making of a voluntary disclosure to California authorities concerning a sales employee's anti-competitive government contracting conduct.
- Persuaded California government personnel to accept high-dollar deliverable alleged to be nonconforming as substantially compliant with the contract.
- Represented Fortune 500 Company regarding its newly constructed regional medical facility in multi-party litigation with roughly \$45 million in claims resolved by mediation just before trial. Drafted pleadings, shaped affirmative claims and litigation strategy, deposed witnesses, and worked directly with architects, engineers, and other experts.

**Menter & Witkin**, Irvine, CA

2006-07

*Associate*: Litigated breach of contract and declaratory relief actions in state and federal courts to secure policy benefits for named and additional insureds.

- Facilitated settlement in favor of client by overcoming four motions for summary judgment from multiple opposing parties in case with over \$100 million at issue.

**United States Air Force**, McChord AFB, WA; Los Angeles AFB, CA

2001-06

*Assistant Staff Judge Advocate General (JAG)*: Made legal recommendations to commanders and other decision-makers on criminal and civil matters, and all aspects of government contracting, from acquisition strategy and solicitation to source selection, award, and administration. Served as legal advisor for Air Force and Congressional investigations, FOIA responses, and employment issues.

- Saved \$3.5 million in delay costs by persuading Air Force to override CICA stay and begin performing time-sensitive contract during GAO protest.
- Military trial counsel; litigated roughly a dozen military courts-martial before judges and juries as first or second chair (including cases for rape and assault with a deadly weapon).
- Special Assistant U.S. Attorney; prosecuted 300 misdemeanor and petty offenses in Federal Magistrate Court through bench trials and negotiated agreements.
- Legal advisor and member of Aircraft Investigation Board concerning \$20 million F-16 crash; analyzed wreckage, consulted experts, obtained sworn testimony from 15 witnesses, and produced 150-page report.

- Prevailed in litigation before Equal Employment Opportunity Commission; used creative non-monetary remedies to resolve other labor disputes.
- Authored over 100 government contract reviews, ensuring compliance with FAR, DFARS, and other authorities.
- Successfully defended five GAO protests.
- Legal advisor to the team responsible for housing privatization at Los Angeles Air Force Base, which required the crafting of a complex, multi-million dollar 50-year lease of federal real estate, and conveying title to improvements thereon, in exchange for cash and other consideration.
- Lead attorney advisor regarding the relocation of Los Angeles Air Force Base and the Space and Missile Systems Center into 560,000 square feet of newly constructed facilities.

## EDUCATION

**Washington and Lee University School of Law**, Lexington, Virginia 1998  
 Juris Doctor, GPA 3.167

- Highest Grade in Class, Contracts
- Mock Trial Competition Semi-finalist

**Texas Christian University**, Fort Worth, Texas 1995  
 Bachelor of Business Administration, Finance, GPA 3.893, *magna cum laude*

- Departmental Honors graduate
- *Beta Gamma Sigma* honor society

## SELECT TRAINING

- Judge Advocate Staff Officer Course (Air Force JAG School)
- Air Force Acquisition Law Seminar
- Contract Attorneys Course (Army JAG School)
- Squadron Officer School (by correspondence)
- Air Force Systems and Logistics Contracting Course
- Trial and Defense Advocacy Course (Air Force JAG School)
- Ethics Counselors Course (Army JAG School)
- Public Contracting in California (Federal Publication Seminar)
- Public Contracts and Procurement Regulations (Lorman Education)

**BAR** State Bar of California, Number 206006  
 State Bar of Texas, Number 24118321 (Inactive)