

Gunjan R. Talati

Partner

1100 Peachtree Street NE
Suite 2800 , Atlanta , GA USA 30309

t 404.815.6503 | f 202.380.0518

607 14th Street, NW

Suite 900 , Washington , DC USA 20005

t 202.481.9941

gtalati@kilpatricktownsend.com



Services

Construction & Infrastructure

Construction Litigation

Cybersecurity, Privacy & Data

Governance

Government & Regulatory

Government Contracting & Public

Procurement

Litigation

Mergers & Acquisitions

Industries

Construction & Infrastructure

Health & Life Sciences

Technology

Gunjan Talati is an experienced government contracts practitioner who regularly represents contractors in a variety of sectors, including aerospace and defense, health care, and technology. Gunjan's practice is a mix of regulatory compliance, transactional, and litigation matters.

Gunjan's regulatory compliance experience includes advising government contractors on complying with various Federal Acquisition Regulations, navigating small business and socioeconomic regulations and matters, addressing GSA and Federal Supply Schedule issues, and meeting ethics and compliance requirements. Gunjan also has significant experience in helping contractors navigate federal cybersecurity regulations and requirements.

Gunjan's regulatory compliance experience also includes advising companies on export controls, including the International Traffic in Arms Regulations (ITAR), Export Administration Regulations (EAR), and the Office of Foreign Assets Controls restrictions. His experience includes setting up export control compliance programs, internal investigations of suspected and actual export control violations, and disclosures.



Gunjan's litigation experience includes representing contractors in suspension and debarment proceedings, bid protests, and prime/sub disputes. Gunjan has helped contractors of all sizes through contentious suspension and debarment proceedings before multiple agencies including the U.S. Air Force, U.S. Army, General Services Administration, Environmental Protection Agency, Department of Education, and U.S. Agency for International Development. In 2014, he was named a D.C. "Rising Star—one of 40 lawyers under the age of 40" by the *National Law Journal's Legal Times* for his suspension and debarment work.

In bid protests, Gunjan has represented contractors of all sizes before the Government Accountability Office, the Court of Federal Claims, and state and local government agencies. In these cases, Gunjan has represented both protestors and intervenors on programs valued from several million to over a billion dollars.

Gunjan's transactional experience includes serving as lead government contracts counsel in contractor mergers and acquisitions. In addition to advising on government contracting issues, Gunjan also advises on Defense Security Service and Committee on Foreign Investment in the U.S. (CFIUS) issues and filings. As part of his CFIUS practice, Gunjan has experience counseling companies in various industries, including aerospace, semiconductors, and biotechnologies on the Foreign Investment Risk Review Modernization Act (FIRRMA). His transactional experience also encompasses drafting and negotiating joint venture and teaming agreements.

Prior to joining the firm, Gunjan was a partner in the Washington, D.C. office of a national law firm where he focused his practice on government contracts, including suspension and debarment, bid protests, small business matters, and mergers and acquisitions. Gunjan's career includes two secondments at *Fortune* 100 government contractors, giving him a unique perspective on working with particular types of government contractors.

While attending law school, Gunjan was a law clerk for the U.S. Army Office of the Chief Attorney where he provided guidance on government contracts administration and bid protests. He was also an Editorial Assistant and a staff member of the *Catholic University Law Review*.

Gunjan was recognized in 2020 and the six years immediately preceding as a Washington D.C. "Rising Star" in the area of Government Contracts by *Super Lawyers* magazine. He was recommended in 2017 by *Legal 500 US* for Real Estate and Construction Law. Gunjan is fluent in Gujarati, an Indian dialect.

Experience

Saved a construction business from collapse by getting Navy suspension quickly lifted.

Education

Catholic University of America Columbus School of Law, J.D. (2006)

Georgia Institute of Technology, B.S. (2003) *with honors*



Admissions

Georgia (2019)

District of Columbia (2008)

Virginia (2006)

Court Admissions

U.S. Court of Appeals for the Federal Circuit

U.S. District Court for the District of Columbia

U.S. District Court for the Eastern District of Virginia

Supreme Court of Georgia

Court of Appeals of Georgia

Professional & Community Activities

American Bar Association, Section of Public Contract Law, Council Member (2013-2015)

Insights

Alerts

Georgia Legislature Passes Broad COVID-19 Immunities Legislation

June 29, 2020

Perspectives

Key Takeaways | What You Don't Know About Export Controls as an Attorney Can Hurt You

June 9, 2020

Alerts

PPP Update: Forgiveness Gets More Flexibility and Clarity, as Congress Passes Paycheck Protection Program Flexibility Act of 2020 on the Heels of Recent SBA Guidance

June 5, 2020

Webinars

What You Don't Know About Export Controls as an Attorney Can Hurt You

June 4, 2020

Webinars



Getting Back to Work: Legal Considerations to Keep in Mind
May 28, 2020

Alerts

Export Controls: ITAR and EAR Related Developments
May 18, 2020

Alerts

Paycheck Protection Program Update: More Funds but More Clarity on Economic Uncertainty-Make Sure Your Certification is Accurate
April 29, 2020

News Releases

23 Kilpatrick Townsend Attorneys Recognized in *2020 Washington, D.C. Super Lawyers*
April 27, 2020

Alerts

COVID-19: Re-Opening Issues Checklist
April 27, 2020

In The News

Federal Publications Seminars Podcast #5 - The CARES Act and PPP
April 24, 2020

News Releases

Kilpatrick Townsend's Gunjan Talati Named 2020 Leadership Council on Legal Diversity Fellow
April 20, 2020

Alerts

CARES Act | Federal Reserve Announces Creation of New \$600 Billion Main Street Lending Program to Facilitate Lending to Small and Medium-Sized Business
April 9, 2020

Alerts

CARES Act | SBA Loan Programs Augmented - Who is "Small" and What Does "Affiliation" Mean?
April 2, 2020

Alerts

CARES Act | Government Contractors can Seek Immediate Relief through Coronavirus Aid, Relief and Economic Security (CARES) Act & Possible New Opportunities

March 26, 2020

Alerts

Checklist for Evaluating the Applicability of State and Local Shelter in Place Orders

March 25, 2020

Alerts

Cutting Through the Fog: How to Navigate Federal, State, and Local Orders and Guidance to Determine Whether Your Business Must Cease In-Person Operations Due to COVID-19

March 23, 2020

Alerts

Excused Non-Performance-Governments Order Construction to Halt Amid COVID-19 Outbreak

March 18, 2020

Alerts

COVID-19: Contract Defenses

March 17, 2020

Alerts

Coronavirus - Be Prepared: Contractual Impacts and How To Address Them

March 12, 2020

Perspectives

7 Key Takeaways | Having the Right Legal Tools in Your Market Uncertainty Toolbox: Being Prepared to Succeed Notwithstanding Trade Wars and Possible Downturns

October 28, 2019

Events

Ethical Issues in Federal Government Contracting

October 8, 2019

Perspectives



Video | Government Contractors: FedBizOpps To Be Rolled Into Beta.SAM.Gov Starting November 2019
September 12, 2019

Alerts

FedBizOpps to Move to the System for Award Management Starting in November, Changing the Way Contractors Find Opportunities

September 5, 2019

Perspectives

5 Key Takeaways | What IP Professionals Need to Know About Export Controls

August 13, 2019

Events

Recent Changes to Patent Law in Asia and Export Controls

August 5, 2019

News Releases

Twenty-Two Kilpatrick Townsend Attorneys Recognized in 2019 Washington, D.C. Super Lawyers

June 7, 2019

Alerts

Executive Order On Securing the Information and Communications Technology and Services Supply Chain: Steps You Need to Take

May 23, 2019

Alerts

The OFCCP Corporate Schedule Announcement: What It Means If You're On the List

April 9, 2019

Perspectives

KT Client Success | Government Contracts Team Wins Another GAO Bid Protest

February 21, 2019

Perspectives

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

December 17, 2018



[Perspectives](#)

KT Client Success | Another Pair of Wins for the Government Contracts Team in GAO Bid Protest

December 13, 2018

[Events](#)

2018 Women Veterans Leadership and Diversity Conference

November 9, 2018

[Alerts](#)

Penalties for Failing to Make Mandatory CFIUS Declaration Filings Become a Reality in Just Days: Is Your Transaction Impacted?

November 5, 2018

[News Releases](#)

Kilpatrick Townsend Attorneys Named 2018 Washington, D.C. Super Lawyers

May 7, 2018

[News Releases](#)

Gunjan Talati Selected as Top Author in JD Supra's 2018 Readers' Choice Awards

March 26, 2018

[Perspectives](#)

5 Key Takeaways: Practical DFARS Cybersecurity Compliance Tips

February 14, 2018

[Publications](#)

5 Key Takeaways: Government Contractors: Best Practices & Prevention Strategies for Data Breaches

December 2, 2017

[Events](#)

One Fiscal Year Ends, Another Begins: Where to Go For Federal Contracting Dollars in FY 2018

November 2, 2017

[News Releases](#)

Kilpatrick Townsend Recognized by Prestigious 2017 Legal 500 US

October 2, 2017



Alerts

5 Key Takeaways: Protecting Your IP When Government Contracts Are Involved

August 18, 2017

In The News

Gunjan Talati Quoted in Bloomberg BNA re: "Missing Data Hinders Contractor Disclosure Rule Nine Years In."

August 3, 2017

In The News

Gunjan Talati Quoted by Law360 re: "Kaspersky Case Shows Feds' Latitude In Contract Removals."

July 17, 2017

Alerts

Unintended Plaintiffs: United States District Court Allows Private Citizens to Sue a Government Contractor For Failing to Adequately Safeguard Personal Information

July 6, 2017

News Releases

Kilpatrick Townsend Attorneys Named 2017 Washington, D.C. Super Lawyers

May 22, 2017

Events

Expert Insights into Investing into the U.S. under a New Regime

May 3, 2017

Alerts

New Case Lends Support to the Position that Public Universities Are Immune from False Claims Act Liability

April 27, 2017

Events

Defense Contracting In The New Administration - 2017 and Beyond

April 19, 2017

Events

The Potential Fallout and Impact to PSS GSA Schedule Holders from the OIG's Latest Findings

April 13, 2017



[News Releases](#)

Kilpatrick Townsend Launches Government Contracts Blog

February 28, 2017

[Alerts](#)

Five Takeaways: How the SAFETY Act Can Help Protect Your Technology or Cybersecurity Business

December 9, 2016

[Events](#)

2016 Cybersecurity, Privacy & Data Protection Retreat

November 7, 2016

[Alerts](#)

Department of Defense (DoD) Issues Final Rule on Safeguarding Covered Defense Information and Related Information Security Compliance Requirements

October 26, 2016

[Alerts](#)

Court Enjoins Several Parts of the Fair Pay & Safe Workplaces Final Rule

October 26, 2016

[In The News](#)

Gunjan Talati Quoted in Insurance Business re: "New Rule Requires Labor Law Violation Disclosures from Government Contractors"

October 20, 2016

[Alerts](#)

Fair Pay & Safe Workplaces: What Are Contractors Required to Disclose?

September 29, 2016

[Publications](#)

New DOL Guidance to Impact Construction Companies With Government Contracts

September 28, 2016

[Publications](#)

Supreme Court Finds The Department of Veterans Affairs Violated Procurement Law — Are There Broader



Implications for Government Contractors?

September 15, 2016

[Alerts](#)

Fair Pay & Safe Workplaces Final Rule: Does the Bell Toll for Thee?

September 9, 2016

[Alerts](#)

Reported Clearance of ChemChina's \$43 Billion Deal for Syngenta Underscores Need for Chinese Companies to Take a Proactive Approach to CFIUS

September 8, 2016

[Alerts](#)

A New Era in Government Contracting Labor Laws: How the Fair Pay and Safe Workplaces Final Rule and Guidance Requires Contractors and Subcontractors to Tell on Themselves and Impact Future Awards

August 25, 2016

[Alerts](#)

\$6 Billion Chinese Acquisition Bid Submitted for CFIUS Review Serves as a Wake-Up Call for Companies to Evaluate and Mitigate CFIUS Risks

August 15, 2016

[Alerts](#)

Changes to the SBA Regulations Change the Face of Small Business Government Contracting and Create New Opportunities for Both Small and Big Businesses

August 10, 2016

[Alerts](#)

Largest Health & Human Services HIPAA Settlement Wake-Up Call for Covered Entities to Evaluate and Mitigate Risks

August 5, 2016

[Events](#)

The Recent Supreme Court Rulings - How Decisions Are Impacting Contractors

August 1, 2016

[In The News](#)



Kilpatrick Townsend's Media Report July 15-21, 2016
July 22, 2016

[In The News](#)

Kilpatrick Townsend's Media Report July 1-14, 2016
July 15, 2016

[In The News](#)

Kilpatrick Townsend Scoops Up Gov't Contracts Team
July 11, 2016

[News Releases](#)

Kilpatrick Townsend Adds Construction & Government Contracts Team in Washington, DC
July 11, 2016

[Alerts](#)

The Supreme Court's Escobar Decision on Implied Certification Liability: The Good, The Bad, & The Ugly for Government Contractors, Health Care Providers, Financial Institutions & Everyone Else Submitting "Claims" to the Government
June 24, 2016

[Alerts](#)

Supreme Court Finds The Department of Veterans Affairs Violated Procurement Law – Are There Broader Implications for Government Contractors?
June 23, 2016

[Events](#)

Cybersecurity in Government Contracting Institute
May 20, 2016

[Publications](#)

New Trade Agreements Act Test for GSA Schedule Contractors
May 6, 2016

[Publications](#)

When M&A And Bid Protest Worlds Collide



May 5, 2016

[Events](#)

Navigating the Government Contracting Labor & Employment Battlefield

April 22, 2016

[Events](#)

Setting-up Your Veteran-Owned Small Business: Pitfalls and Best Practices

March 23, 2016

[Events](#)

Teaming, Compliance, & Protests

February 23, 2016