President Trump has made several public statements regarding his intention to reduce the regulatory burden facing businesses, and he has taken a key step in putting his policy into action. On January 28, 2017, PresidentTrump signed an Executive Order titled “Reducing Regulation and Controlling Regulatory Costs.” This executive order requires that any federal agency or department proposing to issue a new regulation must identify at least two existing regulations to be repealed. In addition, the incremental cost associated with any new regulations must be offset by the costs of repealed regulations.

Over the past 30 years, Ben has worked in private practice, as general counsel and as a C-suite executive where he focused on strategy, acquisitions, dispositions, reorganizations and recapitalizations. Ben has negotiated and closed hundreds of transactions ranging in size from several million dollars to more than USD $1 billion (which included the acquisition of one public company). Ben’s general corporate experience is varied and has included extensive experience in the technology, defense, international, financial services, insurance, real estate, media, telecommunications, and hospitality sectors. Ben has handled matters that are exclusively international in nature (e.g., a dispute in a non-U.S. venue) or that involved an international component. He has managed corporate, litigation and regulatory matters in the United Arab Emirates, Kingdom of Saudi Arabia, Qatar, Chile, the United States, Australia, New Zealand, Philippines, France, Switzerland, United Kingdom and the Netherlands.

Ben has significant experience dealing with state and federal regulatory bodies. Additionally, Ben has been on the Managing Board of a NYSE and ASX listed company, and served as an advisor to several boards and their committees, advising them on corporate governance issues. He understands the relationship between a company’s management, its board, shareholders and other stakeholders. Ben has also been an Ethics and Compliance Officer to a financial institution, having significant in-house experience in that role. He has a proven track record of success and is a great addition and complement to our existing corporate practice.

About the Firm

THE FIVE CONCERNS FOR THE SUPPLIER

1. Realistic Commitments. Winning a bid is a fantastic event in any company but overcommitting on the terms, whether technical, timetables, capabilities or price, can lead to very difficult discussions with the customer. The various stakeholders from the supply side, including sales/marketing, development and production, need to reach consensus on critical terms and conditions in the procurement process.

2. Realistic Expectations. Once a procurement need has been defined, the involved stakeholders need to identify and agree on realistic expectations for development, timetables and costs. This can be a particularly difficult issue to manage as the desire to rush to market almost always forces unreasonable decisions in the development cycle, which in turn impacts timetables and ultimately results in reduced profitability.

3. Multiple Bidding. Repeating the process — or worse, the company — on a sole source is tantamount to playing Russian Roulette. While established relationships may give you a sense of comfort, the failure to have a backup supply option can prove extremely damaging should the trusted supplier fail. Supply chain planning should include the establishment of alternative relationships and supply paths to reduce source risk.

4. Defining the Requirements. Failing to properly define the work to be done or product to be produced is a common issue that leads to disagreements with suppliers. Detailed specifications will help minimize disagreements with the suppliers, disappointments upon delivery, being late to the market, and ultimately disappointing your customers.

5. Intellectual Property (“IP”) and Rights Upon Default. Identifying and protecting your rights related to IP involved in procurement can be critical for protecting the buyer and minimizing damage in the event of failure by the supplier. Buyers should identify all IP that is relevant and ensure the ability to use the IP in the event of failure by the supplier, without the need for additional negotiations.

WHERE ARE YOUR BUSINESS NEEDS?

Finding business often means continuous and time-consuming forms and projections, to reach the new customers and potential buyers. At LOWNDES, DROSDICK, DOSTER, KANTOR & REED, we understand these challenges inherent in the procurement process.

FIVE CONCERNS FOR THE BUYER

1. Game Plan Concerns. An effective procurement process begins with the participation of all internal stakeholders from the initiation of a project. Many procurement problems arise from micromanagement — and especially lack of communication — among the parties charged with defining the need, those who identify the sources for the solution and those implementing the procurement. Poor communication on the front end of procurement can cause large problems, however, with planning many problems can be avoided.

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Kudos

Congratulations to Our New Shareholders — W e are pleased to announce that Jennifer Dixon, Ronny (Ron) Braud, Michael Provenzal and Stephen Thomas have been promoted to the position of shareholder. Jennifer and Stephen most recently served as members of counsel to the firm. Ronny and Michael most recently served as associates at the firm. Stephen is located in the firm’s Melbourne office while Ronny, Ron and Michael are located in the Orlando office.

“We are delighted to welcome these four outstanding attorneys into our firm’s ownership and elevate them to shareholder,” said William T. Dymond, CEO & President of the firm. “Jennifer, Ronny, Michael and Stephen are dedicated to our firm, our clients, and our community, and we are certain that in their new roles they will strengthen our law firm and enhance our ability to serve our clients.”

Meet Our New Attorneys

We welcome four new associates, Brian Lawrence, Nancy Concella, Steven Strickland and Diana Coronel David to the firm’s Orlando office.

Brian is a member of the Litigation Group. He is a graduate of the University of Florida Levin College of Law. He received his Bachelor’s degree from Florida International University.

Nancy is a member of the Land Use & Zoning Group. She is also a graduate of the University of Florida Levin College of Law. She has earned her undergraduate degree from the University of Pennsylvania.

Steven is a member of the Corporate & Securities Group. She is a graduate of the University of Miami School of Law. He received his bachelor’s degree from Harvard University.

Diana is a member of the Estate Planning Group. She is a graduate of Florida A&M University. She received her undergraduate degree from the University of Cauca – Colombia.

Community Service — We are honored to have received two 2016 Corporate Philanthropy Awards from the Orlando Business Journal.

We have raised a total of $7,784 for the Leukemia and Lymphoma Society during our 2016 annual summer fundraiser. The firm has been recognized by the Leukemia & Lymphoma Society as one of its top fund raisers in the country.

Congratulations to Jackie Bobziet who received the Orlando Woman of Influence award during this year’s CREW Orlando Celebration of Champions Gala.

Melody Lynch was honored as the Orlando Business Journal 40 Under 40 awardee.

Quino Martinez, Jon Gibbs and Jackie Bobziet were featured in the “Awesome Attorneys 2016 for Real Estate Law” section of the Orlando Family Magazine.

The firm has been recognized in the 2016 edition of Chambers USA, a highly regarded directory of America’s leading lawyers for business, for its practices and individual lawyers serving in the following capacities. The following attorneys have been recognized for 2016 as “Leaders in their Field”.

Aaron Gorovitz has been honored with a national STOP-Diabetes-SHARE award by the American Diabetes Association (ADA) for his outstanding contributions in the fight against diabetes. This award is unique, and has not been given to anyone else in the US during the past twelve months.

Aaron has helped grow the FOTY Awards event in Orlando. The FOTY awards is a fundraising event for the ADA that celebrates family. Aaron participated with the Young Lawyers Section of the Orange County Bar Association at the Great Oaks Village, a residential treatment home located in Orlando that takes in children ages 6 to 18 who have been removed from their homes due to abuse, neglect or abandonment.

Best Practices in Supply Chain Management — continued from page 4

level commitments and the remedies available to enforce those commitments. The supplier team needs to develop terms and approaches to these contracts that are flexible enough to allow buyers to introduce solutions as the customer may require. This is where a Practitioner’s Guide to the Agreement process is critical. Without a guide, the process can lead to confusion. 3. Warranty and Post-Warranty. Suppliers are increasingly faced with the demands for extended warranties and warranty periods. Similarly, post-warranty support and maintenance have become more common. Suppliers need to factor in these types of requests into their proposals to ensure that they can understand and support the customer in the years after the original purchase. 4. International Issues. As the opportunities for suppliers to farm out goods to foreign manufacturers increase, the potential exposure of international customers continues to increase, the application of international trade agreements and the potential imposition of international and foreign trade laws can become a complex issue.