

## Mallory Neumann

### Senior Counsel

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Mallory Neumann is an attorney in Foley's Government Solutions Practice Group. Mallory's practice is focused on administrative law matters, guiding clients through the complexities of doing business with the government and navigating intricate regulatory schemes. A "jack of all trades," Mallory's practice is geared towards all things government without discrimination to the subject matter or industry, as she is skilled at working with clients to distill the critical facts and presenting complex issues in an effective manner. While Mallory has extensive experience with administrative law matters concerning healthcare, technology, and telecommunications, Mallory has also worked with clients in the education, transportation, real estate, professional services, agriculture, natural resources, and disaster recovery industries.

Mallory has worked with clients on administrative law matters in 30 states, hitting all four corners of the continental United States, numerous states in between, and Hawaii and Alaska. Companies doing business with government entities in multiple states benefit from Mallory's deep understanding of government operations and widespread knowledge of state and local government regulatory landscapes. Her representation of both private companies and government agencies provides a unique perspective and dual knowledge that ensures well-rounded advice and robust legal solutions that anticipate potential challenges from multiple angles.

#### **Government Procurement & Bid Protests**

Mallory practices in government procurement and bid protests, providing strategic counsel to clients in identifying, obtaining, and negotiating lucrative government contracts. Clients benefit from Mallory's strategic coordination between legal and government relations strategies and balancing private sector interests with public sector demands. She has represented clients in high-stakes litigation before government agencies and in administrative tribunals, civil courts, and appellate courts across the country. She has successfully challenged and defended contracts of substantial value, including several multi-billion-dollar contracts for Medicaid managed care services in states that have some of the highest Medicaid program expenditures in

the country.

Mallory has presented on government procurement and bid protest matters with the Florida Bar and the Florida Association of Professional Lobbyists.

### **Government Compliance, Licensure and Permits, and Disciplinary Actions**

Mallory also counsels companies in highly regulated industries to ensure compliance with complex regulatory schemes, secure licenses and permits, and effectively defend against government disciplinary actions. She acts as a liaison to government officials for clients, collaborating with government officials to achieve mutually beneficial solutions. She has also negotiated settlements for licensure issues and appeared before licensing boards to defend clients against government disciplinary actions.

### **Mergers & Acquisitions**

Mallory also works with clients in the merger and acquisition of companies with substantial government contracts with state and local government entities. She collaborates with deal teams to perform due diligence on government contract compliance, identify liability risks, and draft key clauses in purchase agreements.

Beyond her legal practice, Mallory serves on the firm's Associates Committee and as the Tallahassee office's Summer Associate Coordinator.

## **Representative Experience**

### **Government Procurement Law**

Mallory represents clients seeking to do business with and currently contracting with state and local government entities. She assists clients throughout the entirety of the government procurement process, including identifying opportunities, responding to solicitations, defending or challenging award decisions at the administrative, civil litigation, and appellate levels, and with compliance issues under existing contracts. She also assists clients with navigating public records and open government matters, and organizational conflicts of interest issues relating to government procurements.

Mallory lectured on government procurement and bid protests for the Florida Bar's Basic Administrative Law CLE Course.

### **Prior Experience**

Prior to joining Foley, Mallory was a member of Class XIII of the prestigious Florida Gubernatorial Fellowship Program. As a Fellow, she worked with the Florida Department of Agriculture & Consumer Services where she assisted with Florida's pilot program to implement the Federal Food Safety Modernization Act's Produce

Safety Rule. In addition, she assisted in drafting food safety regulations for medical marijuana treatment centers pertaining to edibles. She also served as a Fellow at UCLA Law School's Resnick Program for Food Law & Policy where she was a contributing member to the Farm Bill Law Enterprise, which provided recommendations for improving the federal farm bill.

## Awards and Recognition

- Florida Trend Magazine recognized Mallory as a Legal Elite "Up & Comer" in 2022, a recognition for attorneys under the age 40 who have exhibited leadership in the law and in their community.
- Recipient, UF/IFAS College of Agricultural and Life Sciences Alumni & Friends Horizon Award

## Affiliations

- Member, Florida Bar Administrative Law Section
  - Executive Council, Florida Bar Administrative Law Section
    - Currently serves on the Continuing Legal Education and Young Lawyers Committee
- Member, First District Appellate Inn of Court
- Board of Directors, University of Florida, College of Agricultural and Life Sciences Alumni and Friends
- Member, Junior League of Tallahassee
  - Former Chair of the Public Affairs Committee
  - Recipient, 2022 Association of Junior Leagues International, Inc. Public Policy & Advocacy Award
- Recipient, 2021-2022 Active Member of the Year

## Sectors

- [Energy Transition](#)
- [Health Care & Life Sciences](#)
- [Innovative Technology](#)
- [Manufacturing](#)
- [Medical Devices](#)
- [Oil & Gas](#)
- [Power & Renewables](#)
- [Providers of Health Care Services](#)

## Practice Areas

- [Corporate](#)
- [Florida Government Solutions](#)
- [Government Procurement](#)
- [Government Procurement Compliance & Training](#)
- [Government Solutions](#)
- [Public Policy & Government Relations](#)
- [State & Local Government Procurement](#)

## Education

- Florida State University College of Law (J.D., with honors, 2018)
  - Article and Notes Editor, *Journal of Land Use and Environmental Law*
  - Executive Board, FSU Moot Court Team
    - Recipient, Best Oral Advocate Distinction, Moot Court Team Competition at the Supreme Court of Florida
    - Recipient, Best Oral Advocate, Florida Bar Young Lawyers Division's Robert Orseck Memorial Competition
  - Research Assistant to an FSU Law Professor
- University of Florida (B.S., 2014)
  - Ambassador, College of Agricultural and Life Sciences
  - Member, University of Florida Dazzlers

## Admissions

- Florida