

Firm Events | May 27, 2026 | 4:00 PM - 6:30 PM ET

Selling to Uncle Sam: Practical Strategies for Startups to Land Contracts and Grants

Troutman Pepper Locke Boston Office

SPEAKERS

[Daniel R. Sieck](#) | [Patrick J. Archambault](#) | [Gregory D. Len](#) | [Gwendolyn Tawresey](#)

Join founders, operators, and funding experts for a tactical conversation on how to turn “Uncle Sam” into your next big customer. This Boston Tech Week session will break down how early and growth-stage companies can identify the right federal, state, and local programs; win non-dilutive grants (including SBIR/STTR); and navigate procurement, compliance, and budgeting cycles to convert pilots into repeatable revenue. Whether you’re building defense tech, deep tech, climate, health, or AI solutions, you’ll walk away with concrete playbooks, common pitfalls to avoid, and practical next steps to start capturing government dollars.

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