



Joy E. Sturm

Partner

Washington, D.C.

Biography

Joy Sturm partners with pharmaceutical, medical device, and biotechnology clients to build and protect their federal business at every level. Joy's knowledge of the federal marketplace and her robust background working with key procurement staff within the government allows her to provide clients with practical solutions to challenges that arise under their federal contracts.

Having built a practice focused on government contracts in the life sciences sector, Joy advises companies – from Fortune 500 companies to start-ups – on the full range of issues associated with their federal contracts. Joy has deep knowledge of the federal health and medical procurement programs, including those administered by the U.S. Department of Veterans Affairs, the U.S. Department of Defense, the Centers for Disease Control, and the Indian Health Service.

Among the types of matters that she handles are federal contract-related investigations; contract compliance audits and associated policy manual development; counseling and support throughout the proposal, negotiation, and contract administration phases of the contracting process; and regulatory diligence in connection with government contractor mergers and acquisitions.



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Practices

Government Contracts

Industries

Life Sciences and Health Care

Areas of focus

Federal Health Procurement for Drugs, Biologics, and Medical Devices

Medical Devices

Pharmaceuticals and Biotechnology

Schedule Contracting

Joy advises on the compulsory disclosures and price ceilings associated with Federal Supply Schedule contracts, Veterans Health Care Act of 1992 pricing, the Buy American Act, Trade Agreements Act, and country-of-origin restrictions, as well as the VA and DoD Tricare health programs and related formulary and pharmacy programs.

Having co-authored a comprehensive monograph on federal health care contracting, titled *Selling Pharmaceuticals and Biologics to the Federal Government Federal Supply Schedule and Federal Pricing Requirements*, Joy is frequently asked to speak on government procurement, compliance, and pricing topics affecting pharmaceuticals, medical device, and biotechnology contractors.

Representative experience

Handled procurement country of origin investigation involving multiple VA and DoD contracts for leading pharmaceuticals company.

Advised international pharmaceuticals company innovator and generics divisions on extensive companywide Federal contract pricing restatement.

Counseled leading medical device company on fraud investigation relating to VA Federal Supply Schedule contract pricing.

Led a team of associates on a pro bono case that led to a path to citizenship for a Congolese woman escaping abuse and visas for her four daughters.

Awards and rankings

- Flex Success Award, *Diversity & Flexibility Alliance*, 2015
- Government: Government Contracts, *Legal 500 US*, 2015-2020
- Life Sciences Star, *LMG Life Sciences*, 2012-2015

Education and admissions

Education

J.D., The George Washington University Law School, 1994

B.A., University of Pennsylvania, 1989

Memberships

Member, ABA Section of Public Contract Law

Bar admissions and qualifications

District of Columbia

New York

Latest thinking and events

- Hogan Lovells Publications
 - Podcast: Talking the cure
- News
 - FDA issues list of essential medicines and countermeasures required under Buy American Executive Order
- Insights
 - Navigating the new 'buy American' drug landscape: opportunities for some, pitfalls for others
- News
 - Executive Order on Combating Race and Sex Stereotyping affects government contractors and grantees
- Webinar
 - Buy American panel discussion: How will this month's Executive Order impact drug and device companies, and what should you do about it?
- News
 - Buy American EO applies domestic preferences for "essential medicines" and "medical countermeasures"