



## About Zohra

Zohra Tejani is a GovTech attorney and co-founder of the law firm Tong Tejani PLLC. She is broadly recognized for her expertise in handling complex regulatory and contracting matters, and she has provided legal counsel to several of the largest tech companies in the world.

Prior to the recent launch of Tong Tejani PLLC, Zohra led VMware's public sector legal team. Under her direction, the team managed and advised on a diverse spectrum of issues related to the entire technology product, sales, and support lifecycles within the U.S. Public Sector and Healthcare industries. Her tenure at VMware included advising on organizational and National Security risks across a matrix of cross-functional stakeholders and C-level executives to ensure compliance and revenue growth. In this capacity, her team was instrumental to VMware's large-scale effort to meet the DFARS/ NIST 800-171 cybersecurity compliance requirements. Zohra was also instrumental in closing several high-profile SLED deals for VMware's cloud offerings. Additionally, she helped analyze risk and negotiate statewide master contracts and then advised on any post-award compliance obligations.

Preceding her time at VMware, Zohra spent 14 years at Microsoft, advising its U.S. Federal, State and Local Government and Worldwide Public Sector businesses. While aiding the organization in navigating a diverse array of regulatory concerns, she provided legal counsel on emerging market initiatives, strategic partnership agreements with International Organizations, and anti-corruption compliance in support of Global Public Sector. In support of the company's products and services, Zohra provided strategic counsel to leadership on procurement and contracting processes and guided Sales and Contracts teams through high-stakes, complex RFP responses to the U.S. Federal Government, State and Local Governments.

Understanding the landscape of government contracting and compliance is constantly evolving, especially for technology companies, Zohra remains a proactive participant in industry roundtables and summits, maintaining a current awareness of government contract laws and compliance that have the potential to directly impact technology-focused organizations. She is active with the American Bar Association, Public Contract Law Section and has spoken, in the U.S. and internationally, on numerous panels related to the transformation of the tech industry through the lens of regulatory compliance and contracting.

For nearly a decade, Zohra has been an advocate for the advancement of diversity in the legal profession. She was selected as one of Microsoft's Leadership Council on Legal Diversity (LCLD) Fellows in 2012 and went on to helm the LCLD Fellows Alumni Executive Council for two years. In June 2019, Zohra received the prestigious Rick Palmore LCLD Alumni Award, and remains an active leader in the community, to date. Zohra also serves on the Board of Directors for the Council on Legal Education Opportunity (CLEO) - a national organization focused on the expansion of opportunities for minority and low-income students in the legal field.

Zohra earned both her BA and JD from Georgetown University in Washington, DC and is currently licensed to practice law in Virginia.

*A Modern Approach to Government Contracting Law*

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