



FED GOV CON
Webinar
Wednesdays
2020 Series

JSchaus & Associates

Washington DC

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About Our Webinars:

- Every Wednesday;
- Complimentary;
- Recorded;
- YouTube & our Website;
- No Questions

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**National Veteran
Small Business
Coalition**

CELEBRATING
10
YEARS

**The National Veteran Small Coalition
(NVSBC)**

is the largest non-profit trade association in the country representing veteran and service-disabled veteran-owned small business in the federal marketplace as prime and subcontractors. NVSBC provides networking, match-making, coaching, and training opportunities for members.

Please visit: www.nvsbc.org



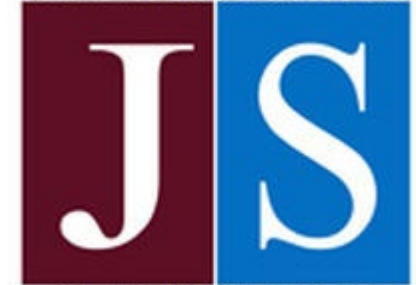


About Us:

Professional Services for Federal Contractors

- GSA Sched;
- SBA 8(a);
- Proposal Writing;
- Pricing;
- Contract Administration;
- Business Development

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About Our Speaker:

Mark Amadeo

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Cementing Contracting Relationships With Teaming Agreements

Wednesday,

April 22, 2020

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Cementing Contracting Relationships With Teaming Agreements

- Not Defined In FAR/DFARS
- Not the Same As Teaming Arrangement or Small Business Teaming Arrangement

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Cementing Contracting Relationships With Teaming Agreements

What A Teaming Agreement Is Not

- Not Contractor Teaming Arrangement or Small Business Teaming Arrangement:
(FAR 9.601/FAR 52.207-6)
 - JV/Partnership
 - Subcontract

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Cementing Contracting Relationships With Teaming Agreements Relationship

What Is A Teaming Agreement?

- Important To Understanding What/Why – Avoid
 - Fixed/Narrow Conceptions opportunities
 - Missing Opportunities For Including Functional Terms or Language

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Cementing Contracting Relationships With Teaming Agreements Relationship

What Is A Teaming Agreement?

- An agreement to pursue business opportunities
 - Specifically – government contracting opportunities

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Cementing Contracting Relationships With Teaming Agreements Relationship

What Is A Teaming Agreement?

- Type of Agreement of Collaboration – Result:
 - Needs to Put Collaborators On Path To Reaching Their Goal
 - Goal: Landing And Successfully Performing Under Next Government Contract

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Cementing Contracting Relationships With Teaming Agreements Relationship

- Pursuing Opportunities
 - Single Procurement Teaming Agreements
 - Specify Target Solicitation
 - Describe Who Does What
 - Allocate Costs

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Cementing Contracting Relationships With Teaming Agreements Relationship

- Pursuing Opportunities
 - Multiple Procurement Teaming Agreements
 - Types of Target Procurements
 - Who Does What
 - Allocate Costs

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Cementing Contracting Relationships With Teaming Agreements Relationship

- Pursuing Opportunities
 - Multiple Procurement Teaming Agreements
 - Addendum For Each Target Procurement

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Cementing Contracting Relationships With Teaming Agreements
Cementing

- Structure That Hardens/Locks In Relationship
- Solid Structure That Doesn't Weaken

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Cementing Contracting Relationships With Teaming Agreements

Cementing

- Lock In Relationship
 - Exclusivity
 - Specificity – SOW, Labor Categories, Pricing
 - Enforceability

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Cementing Contracting Relationships With Teaming Agreements Cementing

- Does Not Weaken
 - Non-Disclosures
 - IP Protection
 - Requires Ongoing Compliance – FOCI, ITAR, EAR

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THANK YOU!
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