

# TEAMING / PARTNERING

# Types of Teaming/Partnering

- ▣ Prime – Subcontractor
- ▣ Teaming Arrangements
- ▣ Joint Venture Agreement
- ▣ Formalized – LLC
- ▣ Mentor Protégé

# Contract Type

- ▣ The contract type dictates requirements in partnering:
  - ❖ -Services
  - ❖ -Manufacturing
  - ❖ -Construction
  - ❖ -Specialty Trades

# Procurement Nuances

- ▣ Method of procurement dictates teaming / partnering frame work –
  - ❖ Restricted competitive
  - ❖ Set aside
  - ❖ Full and Open
  - ❖ RFQ
  - ❖ Two Phase Competitive Approach

# 8a and SDV Distinctions

- ▣ 8a vs SDV self provide vs combined activity – sole source, M/P, limitation of 3 per LLC
- ▣ Size standards and understanding impact
- ▣ Valuation of self provide rules and determining cost factors –factoring, management, field labor costs
- ▣ Multiple partners, acting authority, legal control, indemnification, insurance requirement, financial control, bonding aspects.

# Identifying Partners

- ▣ What non 8a and SDV Contractors should look for in potential partners?
- ▣ What 8a or SDV Contractors should look for in potential partners?
- ▣ Each arrangement and contract brings about new issues and challenges that must be vetted, focusing on performance and delivery of the contract at hand.

# Don't Do

- ▣ Ostensible
- ▣ Not in writing
- ▣ Broad stroke - not all same
- ▣ Don't be in a "Usury" relation
- ▣ Fall victim to "others are doing it, so it is ok"

# Suggestions

- ▣ Write it down; keep notes journal, intent
- ▣ Both partners should explain “how” it will work in a situation / apply framework to the contract
- ▣ Define all money and responsibilities of the project ahead of time
- ▣ Understand who takes legal and monetary responsibility of failures, omissions, errors
- ▣ Don't rush the relationship
- ▣ Win – Win – Win