



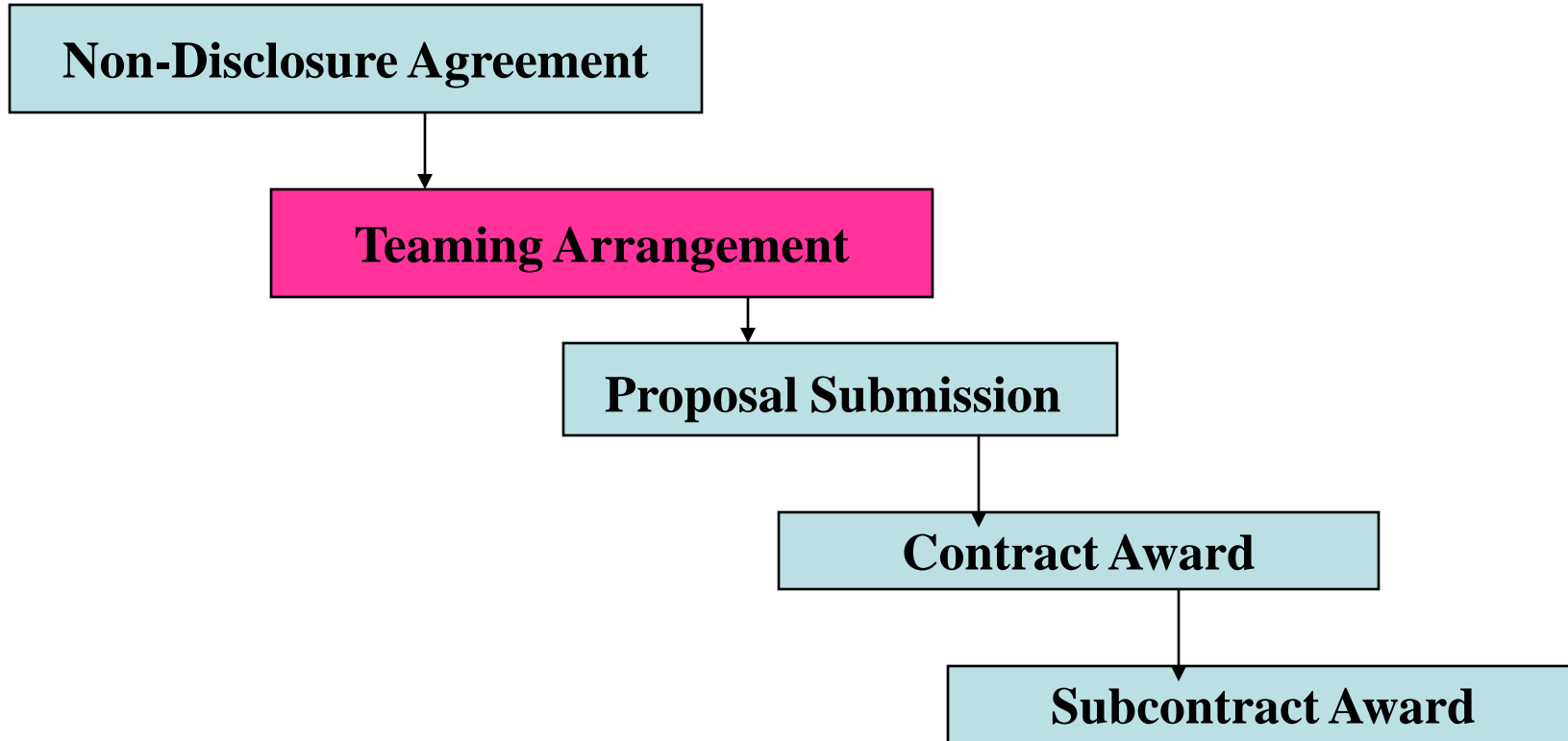
What Makes a Successful Teaming Arrangement?

Northern Virginia Contractor's Small Business Conference

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- **The Teaming Arrangement as Part of a Larger Process**
- **Non-Disclosure Agreement**
- **Contractor Team Arrangements**
- **Importance of Teaming Arrangements**
- **Components of a Teaming Arrangement**
- **Characteristics of a Successful Teaming Arrangement**



The non-disclosure agreement:

- **Is a legal form stipulating that the third party must not disclose your private information to others.**
- **Is a legal document signed by authorized representatives of both firms.**
- **Must be completed in advance of the teaming arrangement**

FAR 9.601 Definition

“Contractor team arrangement,” as used in this subpart, means an arrangement in which-

- (1). Two or more companies form a partnership or joint venture to act as a potential prime contractor, or**
- (2) . A potential prime contractor agrees with one or more other companies to have them act as its subcontractors under a specified government contract or acquisition program”**

FAR 9.601 www.gov.far

- **Teaming Arrangements can:**
 - (1) Formalize strategic business relationships**
 - (2) Add depth and breadth to the team's past performance/ qualifications**
in the proposal
 - (3) Expand the customer business base**
 - (4) Can result in mentor-protégé business relationships**

- **Formality of the Teaming Arrangement**- should be in writing
- **Notice of Intent**- The teaming arrangement should state whether or not the prime intends to award a subcontract to the potential subcontractor if the prime is awarded the contract in question.
- **Essential Terms of the Teaming Arrangement**- The Teaming Arrangement should contain all of the conditions essential to an implementing subcontract covering the work to be performed by the subcontractor.

- **Protection of Intellectual Property**- Clauses must limit the exposure of intellectual property and other proprietary data.
- **Termination Clauses**- The teaming Arrangement should contain no clauses that contradict the intention of the prime contractor to award a subcontract to a potential subcontractor
- **Disclosure Requirements**- The prime contractor should be required by the Teaming Arrangement to notify potential subcontractor if any changes are made to the potential subcontractor's statement of work, amount of work, price of work, or the manner in which the work is to be delivered.

- 1. Win-Win Situation- Both parties benefit**
- 2. Teaming Arrangement Objectives- Assesses the risk, defines the objectives and allows for flexible responses**
- 3. Performance by Both Sides- Effective and Enforceable**
- 4. Cost or Pricing Data- Meet Government audit requirements**

5. **Compliance With RFP Requirements**- An essential part of a compliant proposal
6. **Flexibility to Amend the Teaming Arrangement**- The final government RFP may be amended so as to require changes to the agreement
7. **Basis for a Subcontract**- Provides the underlying rationale for a written subcontract after the government awards the contract to the prime.
8. **A Teaming of Equals**- Teammates are treated with dignity and respect



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