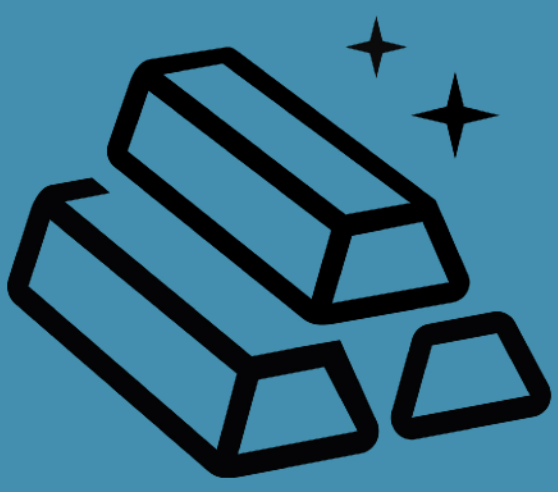
CAPTURE 2

HOW TO PROTECT YOUR SIX WHEN NEGOTIATION AN IDIQ TEAMING AGREEMENT



KNOW YOUR VALUE

As a subcontractor, YOUR business provides an imperative service that most of the larger companies can't that enables them to win the IDIQ.

DO YOUR TASK ORDER RESEARCH

Doing research on the task orders released on the previous IDIQ is critical in developing your approach to negotiating for work share.

GET THE GUARANTEE NOT THE HANDSHAKE

Leverage your relationship with the Prime's capture manager.

Have him deal with his contracting department to ensure your company is taken care of.

3 WAYS TO STRUCTURE A TEAMING AGREEMENT TO BENEFIT YOUR COMPANY!

1. Get task order guarantee in your areas of responsibility.
2. Get prime to allots a percentage of work share that is specified in their small business plan.
3. Get a guaranteed minimum number of FTE's (Full-Time Equivalents) written into your agreement.

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