Common Pitfalls in Federal Contract Teaming Arrangements and How to Avoid Them

Onvia has posted a complimentary report providing tips for safeguarding your small-business program eligibility in federal contract teaming arrangements.

Maria Panichelli, an associate at Cohen Seglias Pallas Greenhall & Furman PC, wrote the article.

She writes that a growing number of Federal government contracts set-aside for various types of small businesses, making teaming relationships are increasingly popular.

“Large contractors like teaming because it provides them access to contracts for which they would otherwise be ineligible. Small businesses know that teaming is a good way to break into the federal contracting arena, an arena in which experience and past performance can prove critical to securing a contract. By teaming with a more experienced, larger contractor, a small company can acquire the experience needed to secure future federal contracts on its own. However, teaming is not without its downsides,” she writes.

She wrote that small businesses especially face significant risks when working on teaming projects.

Read the article.