



Joint Venture & Teaming Workshop

A Joint Venture & Teaming Workshop was hosted by the Tennessee Small Business Development Center, Roane State Community College, and the University of Tennessee, on Tuesday, March 18, at the Oak Ridge Chamber of Commerce. Will Carder, President, Nuclear Marketing Services, Inc., spoke about everything small businesses need to know about joint ventures and teaming. Following is an excerpt from his presentation:

Regulatory Basis FAR 9.6

Subpart 9.6 – Contractor Teaming Arrangements

9.601 defines “Contractor team arrangement” as:

- Two or more companies form a partnership or joint venture to act as a potential prime contractor; or
- 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.

9.602 Team arrangements are beneficial to both government and industry because they enable businesses to:

- Complement each other’s unique capabilities; and
- Offer the government the best combination of performance, cost, and delivery for the system or product being acquired.

9.603 It is Government policy to recognize the integrity and validity of contractor team arrangements. (Note: The teaming arrangement must be identified, and company relationships are fully disclosed by the bidders in their proposals or offers.)

Small Business Advantages of Teaming

- Increased available market
 - o More opportunities
 - o Larger opportunities
 - o Corporate experience
 - o Infrastructure requirements (QA, ES&H, Security)
- Corporate experience
- Acquire additional infrastructure systems and programs
- Acquire new skill sets



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Each April since 1987, the National Council on Alcoholism and Drug Dependence, Inc. (NCADD) sponsors Alcohol Awareness Month to increase public awareness and understanding, reduce stigma and encourage local communities to focus on alcoholism and alcohol-related issues.

This year’s theme, “Help for Today, Hope for Tomorrow,” the month of April will be filled with local, state, and national events aimed at educating people about the treatment and prevention of alcoholism.

Local NCADD affiliates as well as schools, colleges, churches, and many other community organizations will sponsor a hosts of activities that create awareness and encourage individuals and families to get help for alcohol-related problems.

We would love to hear from you! Please contact us at (865) 576-5643 (phone), or Karen.reeve@ettp.doe.gov (email).

Joint Venture (continued from p. 1)

Teaming Pitfalls - Affiliation

Companies are affiliated when one has the power to control the other, or a third party has the power to control both (13 CFR 121.103).

SBA considers the following facts to determine if affiliation exists:

- Common ownership
- Common management
- Identify of interest
- Newly organized concern rule
- Joint ventures
- Contractual relationships
- Totality of the relationship



Joint Venture and Teaming Workshop

In determining the concern's size, SBA counts the receipts or employees of the concern whose size is at issue and all of its domestic and foreign affiliates.

SBA may find a small business prime affiliated with its large business subcontractor under 13 CFR 121.103 (h) (4), if:

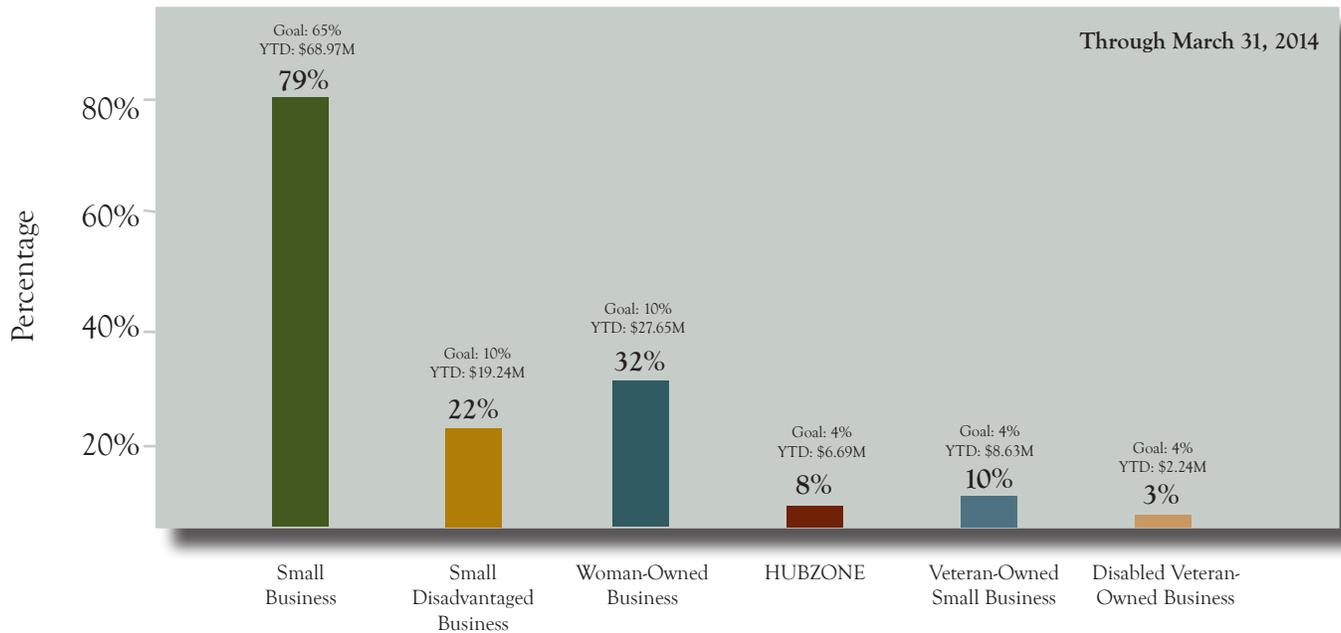
- Division of Work – the larger the subcontractor's share of work, the greater the risk of affiliation. In addition, if the small prime lacks the ability to perform the primary and vital portions of the contract.
- Incumbency – SBA will closely examine the relationship if the subcontractor was previously the incumbent for the work (i.e., heightened level of scrutiny).
- Management – The more management provided by the subcontractor, the greater the likelihood of affiliation.
- Shared profits – The large business receives a share of the profits under the contract.
- Proposal and Teaming Agreement (TA) terminology – if the proposal and/or TA suggests that the subcontractor is an equal partner, or worse, the lead (or managing) partner.
- Proposed Preparation – If the subcontractor drafts the proposal or plays a large role in writing or producing the proposal.

Small Businesses must PLAN

- Identify and evaluate potential opportunities where you have contributed value (FBO.gov, FedConnect, Agency projections).
- Develop a detailed assessment of the work scope and the functional requirements (QA, ES&H, Security, etc.).
- Generate a scope chart and perform an objective self evaluation of capabilities and corporate experience.
- Identify "gaps" in your capabilities.
- Search databases for other small businesses that can fill your gaps (ETEBA Membership, TVBA Membership, Interested bidders list on FEDBIZOPS).
- Contact potential candidates for interest (first ask if they are already teamed).
- If interested, send Non-Disclosure Agreement on small business letterhead.

UCOR Small Business Statistics

Summary FY 2014: Percent of Subcontract Dollars Placed with Socioeconomic Firms



Inception to Date: Percent of Subcontract Dollars Placed with Socioeconomic Firms

