

# Teaming & Joint Venture Basics (Non-Legal)

*Expanding Capability Through Strategic Partnerships*

Teaming arrangements and joint ventures allow businesses to pursue opportunities beyond their standalone capacity, when structured intentionally.

*Note: Quin-Z provides strategic and administrative guidance only. Formal legal structuring and review should be handled by licensed attorneys.*

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## Common Partnership Structures

### 1. Subcontracting

- One firm serves as prime, others support specific scope elements
- Lower risk, strong learning opportunity
- Ideal for newer firms or niche specialists

### 2. Teaming Agreements

- Pre-award collaboration outlining roles and intent
- Not a guarantee of award or work
- Used frequently in government procurements

### 3. Joint Ventures (JVs)

- Two or more firms form a separate entity to pursue contracts
- Often used for larger or more complex opportunities
- Requires careful planning and legal documentation

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## When Teaming Makes Sense

- You lack required past performance
- Bonding or financial thresholds exceed your capacity
- The scope requires multiple disciplines
- A set-aside requires a specific certification structure

## Key Strategic Considerations

- Capability complementarity (not redundancy)
- Clear division of responsibilities
- Past performance ownership and usage
- Revenue and risk allocation
- Exit strategy after contract completion

## Common Pitfalls to Avoid

- Partnering without due diligence
- Unclear roles or scope overlap
- Over-reliance on one partner
- Informal arrangements for complex work

**How We Help:**

QZC supports partner identification, readiness analysis, and documentation preparation to help clients enter partnerships from a position of strength.