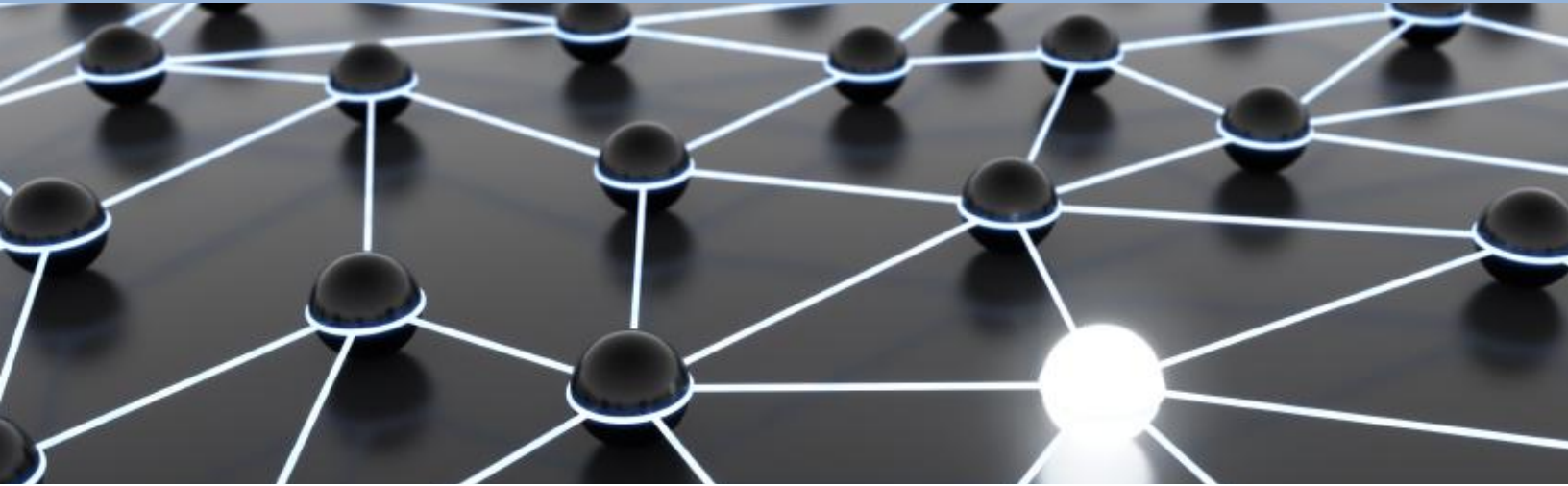


# Teaming Strategies

## To Win Government Contracts



Using partnership to successfully meet complex government requirements

- Use teaming agreements for better success in selling to the Government
- Develop better partnerships
- Legitimately compete with larger organizations
- Reduce risk in marketing to the Government
- Use partnerships to expand offerings and promote growth

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## Teaming Strategies to Win Government Contracts

*Using partnerships to successfully meet complex government requirements*

Government contracts are becoming ever harder for single organizations to win due to their increased complexity and requirement. In many ways, contracts offered by U.S. agencies seemed to be geared toward larger firms with more diversified offerings to meet the extensive needs of the contract. This poses a hardship for small and medium-sized organizations who have specific product and service offerings but want to capitalize on the massive Government market.

Organizations across every agency are finding the value of teaming strategies to effectively succeed in winning Government contracts. Teaming agreements pool diverse offerings and capabilities among partner organizations as a means to execute the requirements of a government contract. This strategy allows the organizations that are part of the partnership to effectively appear as capable as a much larger organization.

**Teaming Strategies to Win Government Contracts** is a comprehensive program detailing partnership best practices and teaming agreements when dealing with Government agencies. The program explains why and how such strategies are so successful, as well as what type of partnerships result in the greatest success. Topics covered in the course are:

- Teaming agreement structure
- Government's perception of partnerships
- Winning a contract with a partnership – A to Z
- Red flags in developing a strategic partnership
- Federal Acquisition Regulations (FAR) guidelines

This course is recommended for managers and strategists who will be involved in securing government contracts. Executives and managers from across functional areas will benefit from learning not only how to better succeed in winning the contracts but also how strategic partnerships will affect the organization as a whole.

[www.gmi-solutions.com](http://www.gmi-solutions.com)

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## Teaming Strategies

**Gateway Management** offers a full-service portfolio of resources including training, staffing and consulting to deliver innovative solutions for complex business issues. We believe that the business landscape is rapidly changing, and that innovative solutions will determine your organization's success moving forward. Gateway Management's mission is to help organizations achieve their goals through the utilization of talent and management expertise. Our solutions are customized to address the challenges of today's evolving marketplace.

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### Fees:

- Online:** \$ 299
- Additional Attendee(s): \$ 99/ea.
- DVD:** \$ 399
- LMS:** \$ 999

Please call to inquire about LMS or Intranet licensing, or email Josh Powell at [jpowell@gmi-solutions.com](mailto:jpowell@gmi-solutions.com).

This course is also available for use on **smart phones** and **handheld** devices. Please inquire for more information.

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