

Teaming - Case Study #1

Need for Immediate Response

The Challenge:

Our client was proposing on what would be its largest Department of Defense (DOD) contract by 10 fold. The team was assembled and planning began for an award and anticipated start date in 8 months. Things change in Federal Contracting. The contract was awarded to our client earlier than expected. 100 subcontractors were needed within two weeks.

Our Solution:

By establishing a deep understanding of the work that needed to be completed, we were able to deploy a strategy that did not limit our experts by geography. As a result, we were able to tap into our expansive network of professionals and deliver the largest, nimblest team to our client. Although we only represented 4% of the total teaming partner arrangement, we delivered 15% of the team.

The Outcome:

Our client was able to deploy its planning strategy as promised to the DOD. We became one of two primary lead teaming partners on the engagement. Our teaming relationship has grown over our 10-year relationship with our client and we remain one of their two primary teaming partners.