



FEDERAL ACQUISITION SERVICE
**INDUSTRY
PARTNER**
SYMPOSIUM

2023

Growing a Diverse, Resilient Government Marketplace

Session 3.4: Making the Most of a Teaming Arrangement



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All Industry | Track 3

WELCOME



CONTRACTING TEAM AGREEMENTS-WHAT ARE THEY?

- An arrangement in which two or more GSA Schedule contractors team together to provide a total solution to compete for orders for which they may not qualify independently.



BENEFITS

For government buyers:

- Get a total solution by contractors who team together to complement each other
- Satisfy socioeconomic procurement goals.



BENEFITS

For GSA Schedule contractors:

- Compete for Schedule orders for which they wouldn't otherwise qualify
- Increase their market share and become more competitive
- Reduce risk by sharing responsibilities with other team members
- Focus on the supplies and services that best match their company's resources and strengths
- Find greater success as a small and/or disadvantaged business

CTAs vs. PRIME/SUBTRACTOR RELATIONSHIPS

Contractor Team Arrangement (CTA)	Prime Contractor / Subcontractor Arrangement
Each team member must have a GSA Schedule contract.	Only the prime contractor must have a GSA Schedule contract.
Each team member is responsible for duties addressed in the CTA document.	The prime contractor cannot delegate responsibility for performance to subcontractors.
Each team member has privity of contract with the government and can interact directly with the government.	Only the prime contractor can interact with the government. The prime contractor is responsible for its subcontracting activities. Buying agencies are encouraged to specify in the Request for Quotation (RFQ) that the CO must approve using subcontractors before they can perform.
The buying entity is invoiced at each team member's unit prices or hourly rates as agreed in the task or delivery order or GSA Schedule BPA.	The buying agency is invoiced according to the prime contractor's GSA Schedule contract, including any applicable price reductions.
Total solutions can be put together quickly and easily.	The prime contractor is limited to the supplies and/or services awarded on its GSA Schedule contract.

ORDERING PROCEDURES



- Schedule CTAs are considered a special ordering procedure under [FAR 8.403\(b\)](#).
- [FAR 9.6](#) CTA procedures do not apply to contractor teaming under Schedules.
- The buyer should evaluate the CTA Agreement to ensure they understand the proposed solution and that it meets the requirements of the solicitation.
- Ordering guidance for Schedule CTAs can be found in the [MAS Desk Reference](#), the CTA Guide and [CTA training video](#) series.

SUMMARY



QUESTIONS?



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