

# TEAMING FOR TODAY

A 3-PART EDUCATIONAL WEBINAR SERIES  
FOR FEDERAL CONTRACTORS

COHEN SEGLIAS AND GOVBIZCONNECT PRESENT:

## SPEAKERS

**Ed DeLisle**

Partner

Cohen Seglias Pallas  
Greenhall & Furman PC



**Maria L. Panichelli**

Partner

Cohen Seglias Pallas  
Greenhall & Furman PC



## REGISTRATION

Go to:  
[bit.ly/2mKqUjY](http://bit.ly/2mKqUjY)

For questions,  
contact **Olivia Kornilowicz**  
at [opk@cohenseglias.com](mailto:opk@cohenseglias.com)

## WEBINARS

**PART I: Thursday, December 14, 2017**

**1:00PM-2:30PM**

[REGISTER HERE](#)

*Back to Basics - Understanding the Lingo, Eligibility Issues, and Affiliation Concerns Associated with Teaming and Joint Ventures*

As many government contractors know, teaming, joint venturing, and mentor-protégé arrangements are hot topics. However, while these concepts are frequently discussed, they are just as frequently misunderstood. Many contractors are often unaware of the basic legal building blocks of these types of relationships and the situations for which they are intended.

In this beginners-level webinar, Ed and Maria will discuss the fundamentals necessary to understanding the “why” and “how” of small business partnerships. They will explain what set aside contracts are, how to determine if you are eligible for the federal government’s small business programs, and common pitfalls that can prevent your eligibility for set-aside contracts and adversely impact your teaming/JV opportunities.

**PART II: Wednesday, January 17, 2018**

**1:00PM-2:30PM**

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*What’s Your Type? How to Know Whether Teaming, JVs, or a Mentor Protégé Relationship is Right for YOU*

There are a number of different ways to form small business partnerships. Many contractors confuse teaming, joint venturing, and the formation of mentor protégé relationships. However, these types of partnerships have some major differences and raise different types of compliance concerns. In this webinar, Ed and Maria will discuss the differences between teaming arrangements and joint ventures, and provide strategies on determining which type of partnership is right for you and your business.

**PART III: Wednesday, February 14, 2018**

**1:00PM-2:30PM**

[REGISTER HERE](#)

*Sealing the Deal: How to Draft Enforceable and Compliant Teaming and JV Agreements, and Successfully Navigate the Mentor Protégé Application Process*

Now that you know what type of partnership is right for you, what comes next? While many contractors know about teaming and joint ventures, not as many fully understand the necessary requirements to draft enforceable and compliant teaming and JV agreements. In this session, Ed and Maria will cover the right way to use teaming and joint ventures to your advantage. They will discuss best practices for entering into an enforceable teaming agreement, important clauses to include in these types of agreements, as well as common pitfalls to avoid. Ed and Maria will also cover how to form a compliant JV. Finally, they will discuss how to successfully navigate the Mentor Protégé application process.

