

JOINT VENTURE/TEAMING TRAINING PANEL

- *Challenges and Solutions for Teaming and Joint Ventures*

LOCATION/DATE:

Oak Ridge

August 12, 2015

11:30 – 3:00 pm

Oak Ridge Chamber

1400 Oak Ridge Turnpike

Oak Ridge, TN 37830

***Do Not Miss This
Powerful Panel of
Expert Resources***

Teaming agreements and joint ventures provide companies the opportunity to be more competitive by combining their complementary capabilities and resources. They are very common today; in fact, competition in the federal government marketplace is often based on the strengths and weaknesses of one team/joint venture versus another.

Teaming agreements and joint ventures present their own unique challenges. This seminar will identify and address these challenges and potential pitfalls, and also help companies navigate and leverage these strategic alliances in order to rely on them more effectively to win government contracts.

Attend this seminar to hear expert panel discussions from several perspectives – **Small Business, Lawyer, Accountant, Federal Acquisition Expert, and Agency Representative** on:

SPONSORED BY:



- Key advantages and disadvantages of teaming and joint ventures
- Navigating organizational conflicts of interest in joint ventures
- Structuring a joint venture for success and tips on how to avoid problem areas
- Past performance strategic considerations in joint ventures and teaming
- Special rules for teaming and joint ventures with small businesses and 8(a)s
- How to effectively structure agreements
 - Effects of teaming in mergers and acquisitions

Contact Paul Middlebrooks, (423) 634-0848 paul.middlebrooks@tennessee.edu or, Jutta Bangs, jbangs@tsbdc.org, (865) 483-2668 for additional seminar information.

***This is part of our Advanced Training Executive Series.
See Featured Speakers Below:***

Featured Speakers



Harry Boston, Ph.D., President of BGS - Boston Government Services, LLC, an SBA certified 8(a) small business providing Mission Support for government programs and facilities. Dr. Boston experience leads BGS in providing strategic and technical solutions for complex, secure and highly regulated environments.



Todd Overman joined Bass, Berry & Sims' Washington, D.C. office in February 2014, and is chair of the firm's Government Contracts practice. Todd has more than a decade of experience advising companies on the unique aspects of doing business with the federal government. Todd has particular experience in structuring transactions and corporate reorganizations.



LaTanya Channel Deputy District Director, United States Small Business Administration (SBA), Tennessee District Office. LaTanya served as the Senior Advisor in SBA's Office of Government Contracting and 8(a) Business Development and also as the Chief of Certification & Eligibility for the HUBZone and Small Disadvantage Business (SDB) certification programs – all at SBA's Washington DC headquarters office.



Laura Davis, CPA, President, Strategic Consulting Solutions, Inc. Laura founded Strategic Consulting Solutions in 2004 after consulting with government contractors for several years. Her career has been focused on the Deltek products such as First Essentials (First Essentials (GCS Premier)), Costpoint, Time & Expense, and Impromptu.



Larry Nave, Ed. D., is a Senior Project Manager at Jacobs in Oak Ridge, Tennessee. Dr. Nave has more than 25 years-experience in working with small and disadvantaged businesses through Mentor-Protégé Programs, sponsored by DOD, (including Army, Navy and Air Force), SBA, DOE and DCMA.

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