

JOINT VENTURE/TEAMING TRAINING PANEL

- *Challenges and Solutions for Teaming and Joint Ventures*

LOCATION:

Nashville

August 19, 2015

11:30 am – 3:00 pm

Tennessee Bankers

Association

211 Athens Way #100,

Nashville, TN 37228

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:

- 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, Debbie Barber, debbie.barber@tennessee.edu, 615-532-8885 for additional seminar information.

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

SPONSORED BY:



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

Featured Speakers



Dewayne Scott Co-Founder, President/CEO, SRS. Dewayne brings 15 years of Fortune 500 corporate management experience to SRS Inc. His last responsibilities included total P & L accountability for over 80 business units in three states. Annual sales for those units exceeded \$64 million.



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.



Roy R. Rossignol Chief Small Business, U.S. Army Corps of Engineers. As the Nashville District's Small Business Specialist, Mr. Rossignol acts as small business advocate and interfaces on behalf of small businesses with the US Army Corps of Engineers National Contracting Organization and contracting officers (COs) and contract specialists.

REGISTER

No Cost

Nashville: <http://www.eventbrite.com/e/government-contracting-executive-series-tickets-17427706740>

BONUS WORKSHOP August 19th (NASHVILLE ONLY): *ACCOUNTING REQUIREMENTS FOR FEDERAL CONTRACTORS*, Registration, Go To:

<http://www.eventbrite.com/e/government-contracting-executive-series-tickets-17427706740>