MEO/Contractor Teaming
The Benefits and Challenges

Presented to: The Institute for the Study of Public Policy
Implementation Leadership Forum

by
Mr. Robert McMullen
FAA AFSS A-76 MEO Project Manager
February 24th, 2004
MEO Goal

• To competitively respond to a technically demanding performance work statement

• Integrate a proven workforce with industry’s cutting edge technology capability
Advantages to Teaming

• Federal Government
  – Trained Workforce
  – Domain Knowledge

• Industry
  – Best Business Practices
  – Leading Edge Technology
MEO Options

• There were three options to meet the PWS requirements
  – Develop the technology and handle integration ourselves
  – Handle integration but establish teaming arrangements with various contractors for the technology development
  – Team with a contractor that is technically capable and can handle integration
Teaming Criteria

• Unique Qualifications
• Performance Capability
• Technical Understanding
• Domain Knowledge
Pre Award Teaming Benefits

• Provides an avenue for early capital investment
• Provides a ready source of business best practices
• Serves as a source of knowledgeable, technically competent manpower
• Brings proven winning proposal development expertise
• Helps ensure the approach will work
• Demonstrates compliance with the FAR which in turn makes for a better working relationship
Post Award Teaming Benefits

- All the players thoroughly understanding what has to be done and how
- Everyone understands their role
- Offers potential to shorten phase-in and implementation
- The price should be more accurate and thus aid budgeting
Teaming Challenges

• Requires a change in contracting mindset
• Understanding it is a long term relationship
• Compensating for the additional contract administration, overhead, and profit added to the Agency Tender costs
• Management of team communication and resource usage more difficult
The Bottom Line

Is it worth it?

We believe it is