Partner planning guide

Teaming & Partnership Guide

Prepare a focused conversation about opportunity fit and proposed workshare.

October 16, 2026 · Planning resource

1. Share the opportunity

- Provide the agency or customer, solicitation number, procurement stage, due date, and work location.
- Identify the prime contractor, proposed role, scope, and any eligibility or participation requirements.
- Share only material authorized for disclosure. Do not submit classified information or CUI through the public inquiry form.

2. Define the workshare

- Identify tasks, staffing assumptions, facilities, equipment, and customer interfaces within the proposed work package.
- Clarify pricing inputs, transition responsibilities, reporting, and acceptance requirements.
- Identify licensed trades or specialist services requiring qualified subcontractors.

3. Evaluate fit

- Review relevant leadership experience separately from STRATON corporate past performance.
- Confirm current registrations, required representations, insurance, bonding, and opportunity-specific eligibility.
- Agree which party supplies each proposal input and the internal review deadline.

4. Establish the next step

- Discuss confidentiality and information-sharing terms before exchanging sensitive commercial details.
- Agree a point of contact, next action, and decision date.
- Participation, workshare, exclusivity, and commercial terms require a written agreement; an inquiry does not establish a teaming commitment.