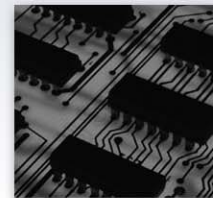


DIVERSE CHALLENGES · EMERGING TECHNOLOGIES · CREATIVE SOLUTIONS

Contract Performance

Fulfilling Contractual Obligations

DGI DEFENSE GROUP INC.





Working Together

Quasi – Judicial directive for a working relationship built on “cooperation & good faith”

Buyer / Govt needs:

To obtain needed work on time at quality level called for by the contract; meet Govt cost/budgetary objectives

Seller needs:

To deliver/performance in efficient & effective manner; meet company profit objectives

Both parties need:

- To adapting to changing circumstances**
- To resolve problems before they escalate**

Relationship based on mutual respect.



Contract Vehicles

If Prime,

- Purchase Order
- Contract SF 26, SF 1449
- GSA Schedule Awards / Delivery Orders / BPAs
 - **DD1155**
- Basic Ordering Agreement (ID/IQs)

If Subcontractor,

- Subcontract Agreement
- Purchase Order
- Reseller Agreement
- Basic Ordering Agreement (ID/IQs)



Performance Issues

- Contract Kick-off meeting
- Personnel (bait & switch)
- Timeline, WBS, delivery dates
- Government Furnished Equipment/Information
- Technical Data Rights / Rights in Development
- Licensing Agreements (Limited Govt Purpose license, restricted license)
- Security Clearances
- Changes
 - **Statement of Work**
 - **Differing conditions**
- Insurance
- Payment / Funding



Small Business as Prime

Performance Issues

- Limited Resources
- Heavy Contract Administration
- Liability / Insurance considerations - Indemnification

Financial Considerations

- Increased revenue (G&A or MH strengthening your cost base)

If successful, great past performance reference/evaluation