Contract Performance

Fulfilling Contractual Obligations

DEFENSE GROUP INC.
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.*
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
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