



Government Subcontracting and Teaming Guide

Find credible prime-contractor relationships and create a measurable outreach program

PRACTICAL GOVERNMENT CONTRACTING GUIDE | OCTOBER 2026

Why teaming matters

Subcontracting can help businesses develop relevant performance history, but teaming arrangements require clear scope, responsibilities and commercial terms.

Research primes

Identify recent awardees in target NAICS and agency segments. Validate that the company has relevant contracts and a plausible subcontracting need.

Build the offer

Prepare a one-page capabilities summary explaining work packages, geographic reach, staffing, certifications and proof of delivery.

Outreach workflow

Send a targeted introduction, reference the prime's mission, offer a concrete complementary capability and schedule a specific follow-up. Respect contact preferences and applicable email rules.

Risk controls

Review nondisclosure terms, workshare expectations, exclusivity, organizational conflicts, data security and payment provisions with appropriate advisers.

Implementation checklist

Assign an accountable owner, validate information against the latest solicitation and official agency sources, record decisions, and review outcomes after each pursuit. Treat AI outputs as research assistance rather than authoritative eligibility or legal advice.

Put the framework into practice

Explore Dakdan.ai at dakdan.ai, start a 30-day trial at dakdan.ai/register, or schedule a consultation at [Dakdan.ai consultation booking](#).

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