

Growth & Partnership Strategy Checklist

Moving from Opportunity to Scale

This checklist helps businesses evaluate readiness for growth through teaming, partnerships, joint ventures, and prime contractor positioning. It is designed to support strategic expansion across government, corporate, and commercial contracting markets.

Note: *Quin-Z provides strategic and operational guidance. Formal legal structuring and review should be completed by qualified counsel.*

Section I: Strategic Growth Readiness

- Clear growth objective defined (revenue, market, contract size, prime status)
- Target agencies, industries, or corporate buyers identified
- Defined transition goal (sub → prime, regional → national, niche → diversified)
- Internal capacity assessed (staffing, systems, financials)
- Readiness Tier confirmed (Tier III or higher recommended)

Section II: Partnership & Teaming Readiness

- Core capabilities clearly documented
- Complementary capabilities identified for teaming partners
- Past performance aligned to target opportunities
- Value proposition articulated for potential partners
- Defined role preference (prime, sub, JV member)

Section III: Partner Identification & Vetting

- Target partner profiles identified
- Partner certifications reviewed (if applicable)
- Performance history reviewed (CPARS, references, portfolio)
- Financial stability considered (high-level, non-financial analysis)
- Cultural and operational fit assessed

Section IV: Teaming & JV Preparation (Non-Legal)

- Preliminary teaming objectives outlined
 - Roles and responsibilities conceptually defined
 - Workshare assumptions documented
 - Governance expectations discussed
 - Exit considerations identified
 - Legal counsel identified for formal agreements
 - Buyer or agency signals identified supporting growth
(repeat awards, expanded scope, interest in prime role)
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Section V: Growth Pathway Planning

- Short-term (6–12 month) contracting goals defined
 - Mid-term (1–3 year) prime or expansion goals mapped
 - Target contract sizes identified
 - Market expansion strategy documented
 - Resource scaling plan considered (people, systems, capital)
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Section VI: Transitioning from Subcontractor to Prime

- Prime-level compliance readiness assessed
 - Proposal leadership capability established
 - Pricing and cost-volume readiness evaluated
 - Contract administration systems in place
 - Partner ecosystem aligned for prime pursuit
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Section VII: Systems & Operational Support

- CRM and opportunity tracking system in use
 - Partner and teaming records documented
 - Proposal timelines and coordination workflows established
 - Contract lifecycle management processes defined
 - Reporting and performance tracking tools identified
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Section VIII: Risk & Readiness Check

- Overextension risks considered
 - Cash-flow impact evaluated (high-level)
 - Compliance gaps identified
 - Capacity constraints addressed
 - Decision checkpoints established
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Section IX: Strategic Direction (Internal Use)

- Proceed with partner outreach
- Refine growth strategy before partnering
- Delay growth initiative pending readiness improvements

Key Principle:

Growth through partnerships should reduce risk and expand capability, not introduce unmanaged complexity. Strategic expansion works best when readiness, systems, and roles are clearly defined before opportunities are pursued.