



Partner Process



**Partnering
Process**

- ▶ **Initiate First Contact**
 - ▶ **Brief Product / Capabilities**
 - ▶ **Reciprocal Visits /Tours**
- ▶ **Identify Potential Partnering Opportunities**
 - ▶ **Explore Opportunities**
 - ▶ **Develop the Relationship**
 - ▶ **Letter of Request to Partner**
 - ▶ **Nondisclosure Agreement & MOU**
 - ▶ **Statement of Work**
 - ▶ **Teaming/Partnering Agreement**
 - ▶ **Negotiate Cost Estimate & Schedule**
 - ▶ **Proposal Development**