



PODCAST: Negotiating Subcontracts from Both Sides

12.14.2017

In this episode of GovCon Perspectives, Mike Maloney talks with Tony Anikeeff and Will Wozniak about negotiating subcontracts from both sides. Although they share an ultimate customer, the interests of a prime contractor and a subcontractor are often divergent. Careful consideration and negotiation of subcontract terms can help to ensure there is a fair balance between the competing interests.

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