



Alabama Procurement Technical Assistance Center Program

Your Resource to Winning Government Contracts.

www.al-ptac.org

Business Development for Government Contractors

February 13 (9:30 am – 11:30 pm)

Troy University Dothan Campus

Adams Hall, Room 203/207

Dothan, Alabama 36303

Course Overview: This workshop is designed to delve into a number of considerations a business may make in the pursuit of government contracting.

Topics Covered

- Determining Targets
- Building Contacts
- Developing Relationships
- Searching for Opportunities
- Teaming with other Companies
- Government-oriented Capabilities Statements
- Writing White Papers
- Coordinating Reference Letters
- Intro to Proposal Preparation
- Questions and Answers

Speaker: Jerry Ellison is the State Program Manager for the Procurement Technical Assistance Center (PTAC) program and has years of experience in securing and managing federal contracts. Additionally, he has taught numerous courses and workshops on various contracting topics.

Registration: The program is limited to the first 40 registrations. There is no charge for this program. To register go to <http://bit.ly/BusDevTROY> . For more information contact Judy Callin (icallin@troy.edu) or call (334)674-2425.



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PTAC & Center for International Business & Economic Development*

Funded in part through a cooperative agreement with the U.S. Small Business Administration. All opinions, conclusions or recommendations expressed are those of the author(s) and do not necessarily reflect the views of the SBA. Reasonable accommodations for persons with disabilities will be made if requested at least two weeks in advance. Contact Brenda Marcum at 334-674-2425 or bmarcum@troy.edu