Business Development Workshop
October 29th, 2014
10:00 A.M. – 12:00 P.M.
Innovation Depot - Training Room
1500 1st Avenue North, Birmingham, AL

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

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.

Brought to you by: The Alabama Procurement Technical Assistance Center (PTAC) program and the Alabama Small Business Development Center (SBDC) network.
REGISTRATION FORM

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Wednesday, October 29th, 2014
10:00 a.m. – 12:00 p.m.
Innovation Depot
1500 1st Avenue North, Birmingham, AL 35203

Registration is available:

1) By Phone: 205-348-1687
2) Fax-Back to 205-348-6974 or Scan the Form & Email: ptac@ua.edu
3) Mail: AL Procurement Program, The University of Alabama, Box 870396, Tuscaloosa, AL 35487

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