



# Alabama Small Business Development Center Network

Strengthening Alabama's Economy, One Small Business at a Time.

[www.asbdc.org](http://www.asbdc.org)

## Introduction to Government Contracting Workshop

Thursday, August 27<sup>th</sup>, 2015

10:00 a.m. – 12:00 p.m.

Innovation Depot

1500 1<sup>st</sup> Avenue North, Birmingham, AL 35203

**Registration is FREE! [Click here to register online.](#)**

1. Introduction. We will deliver a two-hour workshop to introduce existing commercial businesses to the world of federal contracting. Our presentations will provide participants with the necessary information to seriously consider and decide whether they will pursue government contracting with their businesses.
2. Our speaker is Jerry D. Ellison, State Program Manager for the Alabama Procurement Technical Assistance Center (PTAC) program who has years experience as a government contract business developer, contracts manager, and small business consultant.
3. Time will be afforded at the conclusion of the workshop (within the 2-hour schedule) for interested businesses to sign up as clients and schedule initial counseling sessions with PTAC counselors. There is no charge for counseling services!

Topic	Description
Introduction	Cover the purpose and main topics of the workshop
Benefits of Government Contracting	Talk about the funding used towards government contracting
Disadvantaged Groups	Summarize the types and benefits of getting certified as a disadvantaged business
Getting Registered	Discuss the steps of getting registered in the System for Award Management (SAM) to do business with the federal government
PTAC Assistance	Introduce the PTAC programs of assistance available
Finding Government Business	Discuss the use of FedBizOps and discuss the Business Development module available periodically throughout the year
Emergency Response Contracting in Alabama (ERCA)	We will discuss how you can become a pre-approved contractor for emergency response contracting.

The Alabama Procurement Program is a specialty program of the Alabama Small Business Development Center Network, which is partially funded through a cooperative agreement with the U.S. Small Business Administration. Reasonable accommodations for persons with disabilities will be made if requested at least two weeks in advance. Contact Karla Jordan, Box 870396, Tuscaloosa, AL 35487 or 1-877-825-7232.