



Alabama Small Business Development Center Network

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

www.asbdc.org

Proposal Development Workshop

Wednesday, December 7, 2016

8:30 A.M. – 1:00 P.M.

Troy University Dothan Campus
Harrison Room (124), Malone Hall
Dothan, Alabama

Course Overview: This instruction is a scenario-oriented hands-on challenge whereby the participants will work in small groups to develop an actual federal contracting proposal. This is not a technical writing course, but an overall proposal development procedure course designed to engage the participants in real world efforts necessary to coordinate and complete all aspects of a government proposal.

Topics Covered:

- Breaking Down the Solicitation
- Developing a Proposal Preparation Outline
- Coordinating Proposal Subparts for Completion
 - Writing the Technical Volume
 - Writing the Past Performance Volume
 - Completing the Costing Volume
 - Pulling the Proposal Together
- Reviewing and Discussing the Final Product

Bring your laptop or you may share with someone else. **We will work straight through so lunch will be provided.**

Registration is \$35.00 for this workshop. To register go to <http://bit.ly/PropDev> .

Speaker: Jerry Ellison, Program Manager, Alabama Procurement Technical Assistance Center (PTAC) program with years of experience in winning and managing federal government contracts.

Sponsored by
Troy University Small Business Development Center
Troy University Continuing Education Center



The Small Business Development Center at Troy University is a member of the Alabama SBDC Network. Funded in part 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 the TU SBDC, 100 Industrial Blvd., Troy, AL 36081. 334.674.2425.

