



Alabama Procurement Technical Assistance Center Program

Your Resource to Winning Government Contracts.

www.al-ptac.org

The Small Business Development Center at Alabama State University
College of Business Administration
Seminar Presentation

Government Contracting General Services Administration (GSA) Schedules Is It Right For You?

Brown Bag Luncheon

~ Menu: ~

- The Role of GSA
- What and How GSA Buys
- GSA Contracts Pros & Cons
- GSA Recovery Act Update
- Pre-Contracting Requirements
- Opportunities for Small Businesses

~ When: ~

Wednesday, February 23, 2011
11:30am-1:00pm
(Registration: 11:15-11:30am)

Location: Alabama State University
Life Science Building (Auditorium)
1627 Hall Street, Montgomery, AL 36104

As the centralized procurement arm for the federal government, GSA offers products, services, and facilities needed by federal agencies for serving the public. In turn, GSA offers businesses the opportunity to sell billions of dollars worth of products and services to those agencies. Learn GSA's objectives in awarding schedule contracts; marketing strategies; how to identify federal buyers; and how to pursue a GSA contract and the sales criteria necessary to retain the contract.

Presenter: Rebecca A. Vanover
Regional Small Business Development Specialist, U.S. General Services Administration
*** Pre-Register by February 22nd ***

Cost: **Free** - Bring Your Own Bag Lunch. **Seating is Limited.**
To register, contact Thomas Taylor, 334-229-4848 or email to ttaylor@alasu.edu.



The PTAC at Alabama State University is a specialty program of the Alabama State 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 Thomas Taylor, 915 S. Jackson St., Montgomery, AL 36104, 334-229-4848.