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 mandatory to attend.

Click HERE to Register.

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.