



THE UNIVERSITY OF ALABAMA*

Business Development Seminar

DATE:

Wednesday

December 13, 2017

10:00 am – 12:00 pm

LOCATION:

Innovation Depot,

Training Room

1500 1st Avenue N.,

Birmingham, AL

35203

NO COST to attend,

Pre-Registration is

Mandatory.

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.