

Proposal Development Workshop

The Innovation Depot – Training Room, 1500 First Avenue North, Birmingham, AL 35203
Wednesday, May 31, 2017, 9:30 AM – 3:30 PM

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 Sub-parts 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.

[Click HERE to Register Online](#)

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