

Government Contracting Proposal Development *Workshop*

Thursday, July 20, 2017 | 11:30 am – 1:30 pm
Alabama State University
Levi Watkins Learning Center (Lecture Hall)
1140 N. University Dr. | Montgomery, AL 36104

Federal spending may be shrinking, but the government is still pouring billions of dollars into the economy. Close to a quarter of all federal spending is set aside specifically for small businesses. However, the process of winning a contract can be painstaking, long, overwhelming, and certainly competitive.

Participants in this workshop will learn proposal strategies with a focus on pre and post stages of the Request for Proposal.

Proposal Strategies Overview:

- Pre-proposal stage
- Proposal stage
- Post-submission

If your business is interested in government work, this seminar will help you to get started.

This training will also focus on the following key topics:

- Instructions on building a foundation to bid on federal proposals
- Overview of the process needed to craft an effective proposal;
- Discussion about how to assess your company's capability to win;
- Where to obtain critical bidding information;
- How to position yourself for a win

Presenter: Dr. Njuguna Kabugi, Proposal Consultant

Free Training!

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