



What are contracting professionals *really* looking for in a Capabilities Statement and Capabilities Briefing???

DATE/TIME:

Sept. 20, 2017
9:00am-11:00am

LOCATION:

Jacksonville State
University
Merrill Hall, Room 256
700 Pelham Rd. North
Jacksonville, AL 36265

You have worked hard on your capability statement and are fully committed to marketing efforts focused on government. Do you have the information listed that truly matters? Have you set yourself apart from your competitors? What are the “do’s and don’ts” when presenting your sales pitch to a government agency?

This workshop begins our second of a 12 session program between the JSU-SBDC and the ACC-WRN (ANAD) contracting office to assist in improving local businesses’ opportunities in doing business with the Federal government. This workshop will assist businesses in understanding how to use capability statements and how to prepare for a capabilities briefing.

Speaker: Warren Askew, ACC-WRN (ANAD) Strategic Programs Division

Seating is limited! Please contact Lindsay Frey for more information.

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