Developing Effective Proposals for Contracting Opportunities

This scenario-oriented hands-on workshop is designed to engage the participants in real world efforts necessary to coordinate and complete all aspects of a government proposal. Participants will work in small groups to develop an actual federal contracting proposal.

Areas to be covered include:

- Breaking down the solicitation
- Developing a proposal preparation outline
- Coordinating proposal subparts 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.

Fee includes lunch.

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

To register, go to the Mobile Chamber’s website.