



THE UNIVERSITY OF ALABAMA\*

# Introduction to Government Contracting

DATE: **Monday, September 25, 2017**

TIME:  
**10:00 – 11:30 AM**

LOCATION:  
Innovation Depot  
1500 1<sup>st</sup> Avenue N.  
Suite C-109  
**Birmingham, AL**  
35203

[Click here to Register](#)  
NO FEE to attend.

1. Introduction. We will deliver a 1 ½ hour workshop to introduce existing commercial businesses to the world of federal contracting. Our presentations will provide participants with the necessary information to seriously consider and decide whether they will pursue government contracting with their businesses.
2. Our speaker is Jerry D. Ellison, State Program Manager for the Alabama SBDC Procurement (PTAC) Program, who has years of experience as a government contract business developer, contracts manager and small business consultant.
3. Time will be afforded at the conclusion of the workshop (within the 1 ½ hour schedule) for interested businesses to sign-up as a client and schedule an initial advising session with PTAC advisors. Client services are at no cost!

Topic	Description
Introduction	Cover the purpose and main topics of the workshop
Benefits of Government Contracting	Talk about the funding used towards government contracting
Disadvantaged Groups	Summarize the types and benefits of getting certified as a disadvantaged business
Getting Registered	Discuss the steps of getting registered in the System for Award Management (SAM) to do business with the federal government
PTAC Assistance	Introduce the PTAC programs of assistance available
Finding Government Business	Discuss the use of FedBizOps and discuss the Business Development module available periodically throughout the year
Emergency Response Contracting in Alabama (ERCA)	We will discuss how you can become a pre-approved contractor for emergency response contracting.

Alabama SBDC Network is a statewide service network funded in part through cooperative agreements with the U.S. Small Business Administration (SBA), Defense Logistics Agency, and the State of Alabama. Hosted by The University of Alabama. Nationally accredited by the Association of SBDCs.

Reasonable accommodations for persons with disabilities will be made if requested at least two weeks in advance. Contact Karla Jordan, Box 870396, Tuscaloosa, AL 35487-0396. 1-877-825-7232.