



Business Development for Small Business Government Contractors

This seminar will provide a high-level overview of the Business Development process for small business government contractors seeking subcontracting and smaller prime contracts as well as teaming arrangements with other small contractors and large primes.

This seminar discusses the value of participating in the GSA Schedule and micro purchases through the governments credit card purchasing program.

Additional information includes:

available business development resources and tools to help optimize and manage the process steps and decisions associated with those steps.

Presenter:

Foster Perry, is the Director and Senior Consultant of the Small Business Development Center and Procurement Technical Assistance Center at the University of Alabama in Huntsville. Foster has more than 35 years' experience in Commercial, Government Contracting, and International Business. Foster's experience in business sectors include: industrial machinery, process control and measurement instrumentation, SCADA systems, oil and gas tools and exploration, industrial and aircraft engines, mining equipment, military modernization, specialty metals, manufacturing, defense and aerospace contracting, and specialty lampshade manufacturing.

Foster has been an Adjunct Lecturer in Management and International Business at the UAH College of Business Administration since 2002 teaching at the Junior/ Senior undergraduate and graduate levels. He also serves as the Faculty Adviser for the student Entrepreneurship Club.

Date:

Wednesday, January 16, 2019

Time:

9:00 am— 11am

Location:

Huntsville Madison Co. Chamber
225 Church Street, NW
Huntsville, AL 35801
<http://hsvchamber.org/>

Information / Registration at:

[http://www.uah.edu/sbdc/
events](http://www.uah.edu/sbdc/events)

or contact

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Reasonable accommodations for persons with disabilities will be made if requested at least two weeks in advance. Contact Magdaline Braxton at 256-824-6422 or email Magdaline.Braxton@uah.edu