



Proposal Development Workshop

DATE:

Wednesday,
January 22, 2020
9:30 AM – 1:30 PM

LOCATION:

Greater Birmingham
PTAC, Innovation
Depot, 1500 1st Ave N,
Room C-109,
Birmingham, AL 35203

FEE: \$25 includes
lunch



Course Overview: This instruction is a scenario-oriented hands-on challenge whereby the participants will work in small groups to develop an actual federal contracting proposal. This is not a technical writing course, but an overall proposal development procedure course designed to engage the participants in real-world efforts necessary to coordinate and complete all aspects of a government proposal.

Topics Covered: Breaking Down the Solicitation, Developing a Proposal Preparation Outline, Coordinating Proposal Sub-parts 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 or you may share with someone else.

We will work straight through, so lunch will be provided.

Seating is limited!

[Click Here to Register Online.](#)

Please contact Jerry Ellison for more information:

205-348-1687 or jerry.ellison@ua.edu.



Alabama SBDC Network is funded in part through a Cooperative Agreement with the U.S. Small Business Administration (SBA). 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