



Business Development Webinar

Join us Wednesday, May 6, 2020 at 10:00 a.m. for a very informative webinar on government business development!

It's free so don't waste any time, get registered today!



DATE: Wednesday,
May 6, 2020

TIME: 10:00 a.m.

LOCATION: On-Line

FEE: \$0.00

Course Overview: This webinar is designed to delve into a number of considerations a business may make in the pursuit of government contracting.

Topics Covered

Determining Targets

Developing Relationships

Teaming with Other Companies

Capabilities Statements

Writing White Papers

Coordinating Reference Letters

Introduction to Proposal Preparation

Speaker: Jerry Ellison is the State Program Manager for the Procurement Technical Assistance Center (PTAC) program and has years of experience in securing and managing federal contracts. Additionally, he has taught numerous courses and workshops on various contracting topics.

Brought to you by: The Alabama Procurement Technical Assistance Center (PTAC) program and the Alabama Small Business Development Center (SBDC) network.

This procurement technical assistance center is funded in part through a cooperative agreement with the Defense Logistics Agency. The University of Alabama Serves as the host institution.

Reasonable accommodations for persons with disabilities will be made if requested at least two weeks in advance.