



CONVINCE A PRIME TO PUT YOU ON THEIR TEAM



THE UNIVERSITY OF ALABAMA*

DATE:
Wednesday,
August 26, 2020
11:30 AM – 1:00 PM
CDT

LOCATION:
ONLINE/WEBINAR

FEE: No fee

DETAILS:
Once you are registered, we will send you the link for the webinar.

[Register Here](#)

Is your company involved in government contracting? Do you currently work for government agencies or would like to pursue government contracting? As many businesses already know, when you are first starting out pursuing government work you can build your past performance portfolio through subcontracting. Being on someone else's government contract allows your company to gain experience. Would you like to learn some tips and techniques on how to get on a prime contractor's team? In this 1 ½ hour pre-recorded webinar we will discuss these things:

- Basic to Advanced Concepts, Techniques, and Strategies
- How to Strategically Position and Market Your Firm
- Teaming Activity Flow
- Building Relationships
- Positioning Your Value
- Collecting Intelligence
- Introduction and Capability Statement
- Q&A – live with Pamela Harris who will facilitate the webinar

Seating is limited! [Click Here to Register Online.](#)
Please contact Pamela Harris for more information:
205-918-8836 or pamela.harris@ua.edu