



GULF COAST PROCUREMENT OPPORTUNITIES CONFERENCE & MATCHMAKER

February 18 & 19, 2020

Renaissance Battle House Hotel & Spa, 64 N. Royal St., Mobile, AL 36602

www.southalabama.edu/sbdc

February 18 WORKSHOPS

There is no charge for workshops, which are primarily for people new to government contracting.

	Room A	Room B
8:30 – 10:00 a.m.	City of Mobile's New Procurement System	Understanding Sections of a Solicitation
10:30 a.m. – Noon	Doing Business with GSA	What Happens When Your Data is Held for Ransom
Noon - 1:30 p.m.	Lunch provided by DBE Supportive Services	
1:30 – 3:00 p.m.	Negotiation Tactics and Selling for Success	Success Stories: What Worked, What Didn't and Lessons Learned
3:30 – 5:00 p.m.	SBA Certifications: 8(a), WOSB/EDWOSB, HUBZone	Increasing Your Potential for Success with GSA

February 19 9:00 a.m. - 3:30 p.m.

[PROCUREMENT OPPORTUNITIES MATCHMAKER](#)

The Matchmaker is for small businesses prepared to do business with government agencies and primes.

The matchmaker is a speed-networking event that gives small-business owners and representatives the opportunity to market their products and services one-on-one to many government agencies and prime contractors in a short amount of time. The cost to participate, which includes lunch, is \$75 per person. Preregistration is required because appointments are scheduled in advance. List of buyers and registration will be available soon.

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.