



Alabama Procurement Technical Assistance Center Program

Your Resource to Winning Government Contracts.

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Government Contracting “Making the Connections, Delivering the Goods”

March 20, 2013 (8:30 am – 12:30 pm)
Dothan Area Chamber of Commerce
102 Jamestown Boulevard
Dothan, Alabama 36301

Description:

This program is designed to help companies develop business with the federal government and provide guidance on what to do once they have government contracts. The program is designed for businesses not already heavily involved in government contracting. Below is an outline of topics that will be covered.

Business Development (2 hours)

- Building Contacts of Interest
- Developing Relationships
- Searching for Opportunities
- Teaming with other Companies
- Updating Capabilities Statements
- Writing White Papers
- Coordinating for Customer Satisfaction Documentation
- Preparing Proposals

Contracting Management (2 hours)

- Communicating with the Client
- Collaboration on Contract Requirements
- Burn Rate Tracking
- Monitoring Deliverables
- Monthly Reporting
- Monthly Invoicing
- Identifying Shortcomings
- Requesting Modifications

Presenter:

Jerry Ellison is a seasoned business leader and consultant with years of extensive experience in securing and managing government contracts throughout the nation.

Registration:

The program is limited to the first 40 registrations. There is a charge of only \$10.00 for this program. For more information or to register contact Monica Stephens at mstephen@troy.edu or call (334)674-2425.

To register online go to <http://asbdc.ecenterdirect.com/ConferenceDetail.action?ID=6724>



*This event is sponsored by
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Funded in part through a cooperative agreement with the U.S. Small Business Administration. All opinions, conclusions or recommendations expressed are those of the author(s) and do not necessarily reflect the views of the SBA. Reasonable accommodations for persons with disabilities will be made if requested at least two weeks in advance. Contact Brenda Marcum at 334-674-2425 or bmarcum@troy.edu