



# Alabama Small Business Development Center Network

Strengthening Alabama's Economy, One Small Business at a Time.

[www.asbdc.org](http://www.asbdc.org)

## Introduction to Government Contracting Seminar Chamber of Commerce, Pelham, Alabama March 6, 2013 - 10:30 A.M. – 12:00 P.M

1. Introduction. We will deliver a two-hour workshop to introduce existing commercial businesses to the world of federal contracting. Our presentation will provide participants with the necessary information to seriously consider and decide whether they will pursue federal contracting with their businesses.
2. Speaker. The speaker for this event is the state program manager, Jerry Ellison, for the Alabama Procurement Technical Assistance Center (PTAC) program who has years of experience in securing and managing government contracts.

Topic	Description
Introduction	Cover the purpose and main topics of the workshop
Benefits of Government Contracting	Talk about the funding used towards government contracting
Disadvantaged Groups	Summarize the types and benefits of getting certified as a disadvantaged business
Getting Registered	Discuss the steps of getting registered in the System for Award Management (SAM) to do business with the federal government
PTAC Assistance	Introduce the PTAC programs available to assist our clients
Finding Government Business	Discuss the use of FedBizOps and discuss the Business Development module available periodically throughout the year

3. Time will be afforded at the conclusion of the workshop (within the 2-hour schedule) for interested businesses to sign up as clients and schedule initial counseling sessions with PTAC counselors.
4. To register, please contact the chamber at 205-663-4542.

The Alabama Procurement Program is a specialty program of the Alabama Small Business Development Center Network, which is partially funded through a cooperative agreement with the U.S. Small Business Administration. Reasonable accommodations for persons with disabilities will be made if requested at least two weeks in advance. Contact Lindsey Hammel, Box 870396, Tuscaloosa, AL 35487 or 1-877-825-7232.