



# Alabama Procurement Technical Assistance Center Program

Your Resource to Winning Government Contracts.

[www.al-ptac.org](http://www.al-ptac.org)

**ASU**

**ALABAMA STATE  
UNIVERSITY**

College of Business Administration  
SMALL BUSINESS DEVELOPMENT CENTER

## **Brown Bag Luncheon**

### *“Government Solicitations: Understanding the Process”*

**Thursday, April 5, 2012**

**11:30am-1:00pm**

*Registration: 11:15am*

**Alabama State University, Dunn-Oliver Acadome (Banquet Room)**

1595 Robert C. Hatch Dr., Montgomery, AL 36101

**(Park & enter at rear of Acadome)**

In the world of federal government contracts, small businesses realize more and more how critical it is to be able to effectively navigate and submit proposals through the procurement process. Learn first-hand the basics and best practices for preparing a successful government proposal. Take your company to the next level by taking advantage of this free educational workshop. Sign up today. Seats are limited.

#### ***Core Workshop Topics:***

Searching Federal Markets that purchase Products and Services

Interpreting Request for Quotes/Request for Proposals

Responding to Solicitations

***Presenter: Ms. Marsha Goodman***, Small Business Specialist

42 CONS/CCB, Maxwell Air Force Base

**FREE!! Bring Your Own Bag Lunch!** Register by **April 3rd**. 334-229-4848 or email to [ttaylor@alasu.edu](mailto:ttaylor@alasu.edu).

The PTAC at Alabama State University is a specialty program of the Alabama State SBDC Network, funded in part 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 Thomas Taylor, 915 S. Jackson St., Montgomery, AL 36104, 334-229-4848.