



Alabama Small Business Development Center Network

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

www.asbdc.org

General Services Administration (GSA) Seminar

May 20, 2013

10:00 A.M. – 12:00 P.M.

Innovation Depot - Training Room

1500 1st Avenue North, Birmingham, AL

Course Overview: This seminar is designed to introduce small business owners to the opportunities that abound in federal contracting by having a GSA Schedule and techniques and considerations in pursuing a GSA Schedule contract. Registration is free but mandatory to attend.

Topics Covered

- Introduction to the GSA Schedule Program
- NAICS Codes comparisons with GSA Schedule Numbers
 - How to develop a good GSA Schedule Proposal
 - Discussion about Mentor Protégé Programs
 - How the GSA Schedule Produces
- Why the Federal Government has different requirements for GSA
 - Examples of good proposals
 - Questions and answers

Speaker: Dhana Moore is a Customer Service Director (CSD) for the General Service Administration (GSA), Federal Acquisition Service (FAS), Customer Accounts and Research Division (CAR). Dhana was formerly with the Department of Defense (DOD), Navy branch, Naval Sea Systems Command (NAVSEA). She has 20+ years of experience in a variety of public and private organizations, including serving as Chief Executive Officer (CEO) for a small woman-owned business.

Brought to you by: The Alabama Procurement Technical Assistance Center (PTAC) program and the General Services Administration.

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.



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Registration Form

Registration is available:

- 1) By Phone: 205-348-1687
- 2) Fax-Back to 205-348-6974 or Scan the Form & Email: ptac@ua.edu
- 3) Mail: AL Procurement Program, The University of Alabama, Box 870396, Tuscaloosa, AL 35487

ATTENDEE NAME	
COMPANY NAME	
ADDRESS	
CITY/ST/ZIP	
PHONE	
EMAIL	

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