



Alabama Small Business Development Center Network

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

www.asbdc.org

Business Development Workshop

October 29th, 2014

10:00 A.M. – 12:00 P.M.

Innovation Depot - Training Room

1500 1st Avenue North, Birmingham, AL

Course Overview: This workshop is designed to delve into a number of considerations a business may make in the pursuit of government contracting. Registration is free but mandatory to attend.

Topics Covered

- Determining Targets
 - Building Contacts
 - Developing Relationships
 - Searching for Opportunities
 - Teaming with other Companies
- Government-oriented Capabilities Statements
 - Writing White Papers
 - Coordinating Reference Letters
 - Intro to Proposal Preparation
 - Questions and Answers

Speaker: Jerry Ellison is the State Program Manager for the Procurement Technical Assistance Center (PTAC) program and has years of experience in securing and managing federal contracts. Additionally, he has taught numerous courses and workshops on various contracting topics.

Brought to you by: The Alabama Procurement Technical Assistance Center (PTAC) program and the Alabama Small Business Development Center (SBDC) network.



Alabama Small Business Development Center Network

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

www.asbdc.org

REGISTRATION FORM

Business Development Workshop

Wednesday, October 29th, 2014

10:00 a.m. – 12:00 p.m.

Innovation Depot

1500 1st Avenue North, Birmingham, AL 35203

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	

The Alabama Procurement Program is a specialty program of the Alabama Small Business Development Center 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 Karla Jordan, Box 870396, Tuscaloosa, AL 35487 or 1-877-825-7232.