



Alabama Small Business Development Center Network

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

www.asbdc.org

General Services Administration (GSA) Seminar

August 26, 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.

[Click Here to Register Online for this Event.](#)

The Alabama SBDC Network at the University of Alabama is funded in part through a Cooperative Agreement with the U.S. Small Business Administration. Reasonable arrangements for persons with disabilities will be made, if requested at least two weeks in advance. Contact LeAnn Wilson, Box 870396, Tuscaloosa, AL 35487 or phone 1-877-825-7232.