

# VETERANS BUSINESS DEVELOPMENT SEMINARS



**Monday, August 31, 2009 - Tuesday, September 1, 2009**

**Attend the most informative government contracting training in Rhode Island!**

## TRACK A– Monday

- **Introduction to Government Contracting**

An introduction to government contracting for companies new to the market or just considering entering the market. Topics cover the federal acquisition process and regulations, registration and certification processes, basic regulatory issues, and market strategies.

- **GSA Schedules**

An overview of this federal acquisition multiple award process, who should be “on schedule”, how to find and complete the solicitation, how to use it to market commercial items and services to the government. We will visit the GSA web site and time will be provided for questions and answers for participants.

- **Selling to State Governments**

Learn how to access opportunities in state acquisitions. How does state and municipal contracting differ from federal? Hear from representatives of New England Divisions of Purchasing concerning processes and opportunities and how to compete on a regional basis.



## Conference Headquarters

### Hyatt Regency Newport

One Goat Island

Newport, RI 02840

[www.Newport.Hyatt.com](http://www.Newport.Hyatt.com)

401-851-1234

Room Rate: \$178

Reserve room under “America East”

### Sponsorship and Exhibitor Packages available

#### Contact Mark Hayward at

[Mark.Hayward@sba.gov](mailto:Mark.Hayward@sba.gov)

401-528-4561

**Track A (Beginner Session)- \$75**

**Track B (Advanced Session) - \$75**

**FOR CONFERENCE REGISTRATION GO TO**

[www.regonline.com/AmericaEast2009](http://www.regonline.com/AmericaEast2009)



## TRACK B– Tuesday

- **Writing Winning Proposals**

Understanding and preparing a narrative response to a government agency, government prime contractor issued Request for Proposal (RFP) or Request for Quotation (RFQ). How to read a solicitation and prepare a responsive proposal using a controlled process. Appropriate for those new to government contracting as well as a worthwhile refresher for experienced government proposal writers.

- **Access to Capital**

The U.S. Small Business Administration is the largest source of long-term small business financing in the nation. Topics will include: How the SBA Loan Guarantee Program works, eligibility and credit requirements, alternative sources of financing and surety bonds.

- **Marketing to the Government**

What does it take to successfully compete and participate as a federal government prime or subcontractor? Learn how to identify your clients, target your market and develop a marketing strategy. Hear from representatives from some of NE's large prime contractors and prominent Federal agencies on tips to get in the door.