



# *NEWS RELEASE*

## WYOMING DISTRICT OFFICE

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**Internet Address:** <http://www.sba.gov/wy>

### **Writing a Proposal that will Win the Contract**

**Casper** - Learn how the government and major prime contractors select proposers for award. Discover how selection criteria are developed, proposals are scored, and the critical success factors for ensuring your proposal is included in the "competitive range" determination. Find out how you can maximize your chances for winning best-value (competitive-evaluated) source evaluations. Both R&D hardware and support type efforts will be discussed, using real-world examples of what works from the perspective of the source selection team.

Michael Kleine, *Principal Acquisition Advisor Acquisition Planning and Compliance Section 263 for the Jet Propulsion Laboratory, a PRIME contractor for NASA* will present a this free workshop in conjunction with the 5<sup>th</sup> annual Procurement Conference in Casper. Mr. Kleine has nearly thirty years of experience developing, reviewing and awarding contracts using these methods.

Federal agencies spent over \$236 million dollars in Wyoming in 2006! Come to this FREE workshop held at the Ramokota from 1:00 p.m. – 4:30 p.m. on February 20, 2007. Pre-registration is required. Please call Robbie Welch, Wyoming Small Business Development Center, at 800-383-0371 to register no later than February 16<sup>th</sup>. This workshop is FREE and open to all. For more information contact Robbie at 800-383-0371 or Deb Farris, SBA, at 307-261-6510.

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*For more information about SBA's programs for small businesses, call (307) 261-6500 or TDY (307) 261-6527 or visit the SBA's extensive Web site at [www.sba.gov/wy](http://www.sba.gov/wy)*

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