



Having Difficulty Selling to the Government? Gain insight into Government Procurement

Larry Meadows and Tsila Blomberg, Project Managers with Florida MEP's Center for SupplyPoint® Integration Program, will present a workshop to train Florida manufacturing companies in techniques to submit quotes for government and prime contractor procurement. This workshop and networking session focuses on defense acquisition.

- Learn to expand your business into the government market.
- Improve business development opportunities.
- Gain insight into becoming a supplier to the government.
- Strengthen your competitive advantage in the government market.



Did you know:

- You can receive free, automated emails from the government requesting quotes.
- Quote submissions can be done online *without adding more paperwork*.
- Most manufacturing companies with 500 or fewer employees are eligible for Small Business Set-aside quotas; *these set-asides will not be met until manufacturing companies participate*.

Workshop overview:

Join us for a 6 hour, interactive workshop that guides participants through the process of doing business with the government. You will be able to:

- Identify current government procurement opportunities.
- Familiarize yourself with government contracting procedures.
- Seek, research and submit quotes online.
- Explore sub-contracting opportunities.

The workshop will take place in a computer lab so that each attendee will strategically navigate the various government websites. You will gain the competitive edge needed for your company to achieve and sustain long-term growth through working with the government. **Please bring your company's DUNS number to the session.**

Who should attend:

Manufacturing leaders seeking to expand their operations into the government market or strengthen their competitive advantage in defense contracting.

Session includes:

A SupplyPoint® Proposal and Engineering Assistance Training CD and a resource portfolio. Participants will also receive a certificate of training upon completion of the session.

Time required for this course is 6 hours

For additional information call Florida MEP: 321-939-4000 or www.floridamep.org

