

Selling to the Government

How to Focus on Federal, State, and Local Markets

Want to expand your business with the federal, state and local governments but not sure about how the process works?

Want to know more about the types of goods and services that government entities will be buying?

IF SO. THEN THIS WORKSHOP IS FOR YOU!

Learn about:

- **Federal opportunities from the General Services Administration (GSA).**
- **The federal 8(a) program.**
- **Collaborating with a Prime Contractor from Sperry-Marine.**
- **The “Selling to the Commonwealth” program, getting SWAM-certified, and the bidding process for goods and services from the Virginia Department of Business Assistance (DBA).**
- **Certification and bidding procedures from the Virginia Department of Transportation (VDOT).**
- **Local opportunities from the City of Charlottesville, Albemarle County, and the University of Virginia.**
- **Activities resulting from the Base Realignment and Closure (BRAC).**
- **The local presence of the Defense Intelligence Agency (DIA) and National Ground Intelligence Center (NGIC).**

Seating is limited & pre-registration is required. Register TODAY!

When:

Tuesday, September 22, 2009

Time:

8:30am-12:30pm
w/ Exhibit Tables Until 1:30pm

Where:

NEW Albemarle County Office Building
1600 5th Street Extended
Room A
Charlottesville

Register with SBDC

By email at:

sbdcinfo@ntelos.com

Or call:

434-295-8198

Fee:

\$20/person



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