

# 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 about government contracting opportunities in a variety of agencies?

IF SO, THEN THIS WORKSHOP IS FOR YOU!

### Learn about:

- The local presence of the Defense Intelligence Agency (DIA) from agency representatives and doing business with NGIC/ INSCOM.
- How to work with prime contractors from the Zachry Corporation (construction) and the CGI Group Inc. (IT)
- Certification and bidding procedures from the Virginia Department of Transportation (VDOT).
- Up-to-date information on the federal 8(a) program and the Virginia "Selling to the Commonwealth" program.
- Local opportunities from the City of Charlottesville, Albemarle County, and the University of Virginia.
- Contract financing and government accounting resources.

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



#### When:

Tuesday, March 13th, 2012

#### Time:

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

#### Where:

Albemarle County Office Building  
1600 5<sup>th</sup> Street Extended  
Room A  
Charlottesville, VA 22902

To register go to [www.cvsbdc.org](http://www.cvsbdc.org).

For more information contact the SBDC at:

[sbdcinfo@ntelos.net](mailto:sbdcinfo@ntelos.net)

or:

434-295-8198

#### Fee:

Early Bird Discount (Through March 2<sup>nd</sup>): \$25/person  
Starting March 3<sup>rd</sup>: \$50/person