



SupplyPoint® Proposal and Engineering Assistance Training



Date:
Thursday, March 18, 2010

Location:
Palm Beach State College
Lake Worth Campus
4200 Congress Ave.
Room TC104
Lake Worth, FL 33461
561-868-3702

Time:
8:00 am - 3:00 pm

Cost per participant:
\$55.00
Lunch and refreshments
are included.

Co-Sponsors:
Palm Beach State
College
Workforce Alliance
Florida SBDC Network
Procurement Technical
Assistance Center Program
Business Development
Board of Palm Beach County

Directions:
From I-95:
Proceed west on 6th Ave-
nue South approximately 2
miles to the south entrance.
Turn right (north) into the
campus. Visitor parking is
straight ahead.

From the Florida Turnpike:
Take the Lake Worth Road
exit and go east approxi-
mately 5 miles to Con-
gress. Ave. Go through the
light, and turn right (south)
into the campus.

For more information:
Crystal Myers
321-939-4000

Learn more about
Florida MEP at:
www.floridamep.org

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.

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.

Register online at www.floridamep.org - Click on upcoming events



Sign Up Now - Seats are Limited

