



a NIST Network  
MEP Affiliate

# Florida Manufacturing Extension Partnership Presents SupplyPoint® Proposal and Engineering Assistance Training

*An interactive workshop featuring Time Wise SupplyPoint®*

**Date:**  
Tuesday, March 23, 2010

**Location:**  
Women's Business Center  
at Florida Tech  
Link Building, Room 323  
150 W. University Blvd.  
Melbourne, FL 32901  
(321) 674-7006

**Time:**  
7:45 am -8:00 am registration  
8:00 am - 2:00 pm

**Cost per participant:**  
\$35.00  
Continental breakfast and  
lunch included.

**Co-Sponsors:**  
Economic Development  
Commission of  
Florida's Space Coast

Florida SBDC Network  
Procurement Technical  
Assistance Center Program

Women's Business Center at  
Florida Tech

**Directions:**  
From I-95: take exit 176 (Palm Bay Road).  
Turn east on Palm Bay Road. Continue  
2.3 miles to Babcock St; turn left (north).  
Continue 2 miles to University Blvd. Just  
past the intersection at University Blvd.  
turn left from Babcock St. into the parking  
lot. There is NO parking in the south  
end. The Women's Business Center is  
located on the 3rd floor of the Link Bldg.  
From the parking lot, walk across either of  
the wooden foot bridges. Enter the Link  
Bldg. from the east side. Both an elevator  
and stairs are located in an external hall-  
way on the east side of the bldg.

From U.S. 1: From U.S. 1 south or north,  
turn west on U.S. 192 (New Haven Ave.);  
continue through two stoplights (approx.  
0.5 miles). Turn right into the Florida Tech  
parking lot located on Babcock St.. Park  
only in the north end of the lot. There is  
NO parking in the south end. The  
Women's Business Ctr. is located on the  
3rd floor of the Link Bldg. From the park-  
ing lot, walk across either of the wooden  
foot bridges. Enter the bldg. from the  
east side. Both the elevator and stairs are  
located in an external hallway on the east  
side of the bldg.

**For more information:**  
Crystal Myers  
321-939-4000

Learn more about  
Florida MEP at:  
[www.floridamep.org](http://www.floridamep.org)

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

Larry Meadows and Bob Capehart, 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.

Register online at [www.spacecoastedc.org](http://www.spacecoastedc.org) - Click on "Inside the EDC/  
EDC Events" If you have any questions please call (321) 638-2000



Sign Up Now - Seats are Limited

