



# Alabama Procurement Technical Assistance Center Program

Your Resource to Winning Government Contracts.

[www.al-ptac.org](http://www.al-ptac.org)

## Introduction to Government Contracting

Wednesday, May 11, 2011  
9:30 AM – 11:30 PM

**Innovation Depot**  
1500 First Avenue North  
Birmingham, AL 35203

**Workshop Description:** This 2-hour seminar is a must for anyone thinking about or doing business with the government. The workshop will include a general overview of how the government buys goods and services and the 10 Step Approach to Government Contracting. Additional topics will include governmental registrations, market research on what the government buys, how government agencies advertise their procurements, understanding “ads” from sources like FedBizOpps, introduction to the Federal Acquisition Regulations (FAR), how to find internet marketing opportunities, how to locate subcontracting opportunities with government “prime” contractors, bidding, and much more.

**Major Topics:** Central Contractor Registration, HUBZones, Marketing/Sales, Mentor-Protégé, Procurement/Purchasing, Selling to Government, Small Disadvantaged Businesses, Subcontracting, Woman-owned Businesses

**This workshop is open to the public and there is no fee for this workshop**

**ADVANCE REGISTRATION REQUIRED**

**Seating is limited to the first 40 registrations**

For more information or to register contact Lindsey Hammel at [ptac@ua.edu](mailto:ptac@ua.edu) or call 205-348-1687.