



Alabama Procurement Technical Assistance Center Program

Your Resource to Winning Government Contracts.

www.al-ptac.org

Federal Proposal Writing Workshop

November 1, 2012: 9:30 am to 11:30 am
November 8, 2012: 9:30 am to 11:30 am

UAHuntsville- Salmon Library Room 111
<http://www.uah.edu/library>

Fee: \$30 (includes beverages)

To Register:

Contact Holley DeGroat at
sbdc@uah.edu
256-824-6422

Instructor:

Bill Emerson
Owner, Emerson Consulting, Inc.

Bill Emerson is an engineer who has written proposals for the U S government for over 20 years and has managed several major army programs including development of the M1A1 Tank, development of various smart weapons, and development and production of other government hardware and software. For 11 years Bill has owned a local small business that supports local contractors by successfully managing and writing proposals.

Two half-day “How To” classes, with handouts, that cover:

- Responding to government Requests For Proposals (RFPs), briefly including considerations before RFP release.
- Analyses of RFPs including two practical exercises.
- Writing concise and effective proposals.
- Proposal management in 20 steps.

Reasonable accommodations for persons with Disabilities will be made if requested at least 2 weeks in advance. Contact: Holley DeGroat, Staff Assistant (256-824-6422).

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