



Alabama Procurement Technical Assistance Center Program

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UAHUNTSVILLE PROCUREMENT TECHNICAL ASSISTANCE CENTER

WHAT

FEDERAL PROPOSAL DEVELOPMENT WORKSHOP

Workshop Leader, Jerry Ellison, founder and CEO of Staff Services, Inc. of Calera, Alabama. Ellison served in key management and operational positions with the Alabama Army National Guard. This introductory level training includes business development (building contacts, developing relationships, searching for opportunities, teaming with other companies), and an interactive proposal development exercise (breaking down the solicitation, developing a proposal outline, writing the technical volume, writing past performance volume, completing costing volume, pulling proposal together and reviewing the final product).

WHEN

Tuesday, June 14, 8:30 am – 4:30 pm

WHO

UAHuntsville Procurement Technical Assistance Center

Register: 256-824-6422 OR sbdc@uah.edu

<http://sbdc.uah.edu>

WHERE

UAHuntsville Salmon Library, Room 111

Directions: <http://lib.uah.edu/about/directions.html>

FEE

\$25 per person – includes box lunch – Seating is Limited – Pre-Registration with Payment REQUIRED

THIS PROGRAM IS EXTENDED TO THE PUBLIC ON A NONDISCRIMINATORY BASIS.

Reasonable accommodations for persons with Disabilities will be made if requested at least two weeks in advance. Contact: Beverly Pike, Office Manager, 301 Sparkman Drive, Huntsville AL 35899 (256-824-6422).

The UAHuntsville PTAC is partially funded by the Department of Defense (DoD). The support given by the DoD through such finding does not constitute an express or implied endorsement of any of the cosponsor(s)' or participant(s)' opinions, products, or services.