71068 – Introduction to Government Procurement
This three hour seminar provides an in-depth examination of the Federal procurement process. Topics include the Federal Acquisition Regulation (FAR), acquisition principles, definitions, ethics, contract clauses, procurement methods, contract types, socio-economic programs and marketing.

71069 – GSA Schedules
This seminar provides an overview of the General Services Administration (GSA), who they are and how they buy. The seminar will define Federal Supply and Multiple Award Schedules and will assist with determining if a schedule is right for you, how to submit an offer, and how to administer the contract after award.

71070 – Government Contract Law
Topics include various areas of contract law that will help business owners get a better understanding of the legal aspects of a government contract, including contractor team agreements.

71071 – Bids and Proposals
This seminar provides an overview and stimulates discussion on how to write an effective proposal in response to a government solicitation. The seminar will provide an understanding of the RFP, IFB and RFQ, as well as their differences. Topics include how to find opportunities, bid or no bid decisions, scope/statements of work, qualifications and evaluation criteria, why proposals lose and what to do if you win or lose.

Register online at www.easternflorida.edu/go/sbdc or Contact Sandy Pfrrimmer 321.433.5570

All seminars held at the Eastern Florida State College Cocoa Campus
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EFSC Cocoa Campus | 1519 Clearlake Road, Building 3, Room 103 | Cocoa, FL 32922
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