



# PORTSMOUTH VIRGINIA ECONOMIC DEVELOPMENT

## Workshops

### Procurement Workshop Series

The City of Portsmouth Department of Economic Development and the Small Business Administration in conjunction with the George Mason University Procurement Technical Assistance Program present the workshop series, "Winning and Succeeding in Government Contracts." Workshops will be held from 6-8 p.m. in the Partnership Briefing Center, 200 High St., Suite 203. Please call **757-393-8804** to RSVP.

#### **Pricing to Win a Federal Government Contract**

**Tuesday, March 31, 2009**

Learn the requirements that come along with the pursuit of Federal or State contracts from the preparation of your price / cost submission, having financial resources available to your operation costs, along with invoicing requirements.

#### **A to Z of How To Win a Federal Government Contract**

**Tuesday, April 7, 2009**

Learn a section-by-section understanding of Government solicitations along with some insight as to how you would prepare your response to the proposal.

#### **Doing Business With the Commonwealth**

**Tuesday, April 14, 2009**

Learn about support services that are available from the State, completing registration with the Office of Minority Business Enterprise and the benefits of using Electronic Virginia (eVA).

#### **Veteran's Procurement & Match Making Conference**

**Thursday, April 23, 2009**

#### **The Fundamentals of Writing A Business Plan**

**Tuesday, April 28, 2009**

Learn the essential elements of writing a good business plan to grow your business.

### Third Annual Veteran's Procurement Conference

Here's your opportunity to do business with such government agencies as:

- Army Corps of Engineers
- AMSEC
- VDOT
- Department of the Army
- Department of the NAVY
- General Services Administration
- City of Portsmouth
- City of Norfolk
- City of Chesapeake

Networking Opportunities and a First Come, First Served Match-Making session with the Primes (sign-up required)

**Thursday April 23, 2009**

8:30 AM- 3:30 PM  
Renaissance Portsmouth  
Hotel & Waterfront  
Conference Center  
425 Water Street

**Advance registration required** - RSVP to Portsmouth Economic Development 757-393-8804 by Tuesday April 21  
Cost is only \$20  
Space is limited  
Non-Veterans Welcome



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