



Free Workshops

Manufacturers Guide to Doing Business with the Department of Defense
June 8, 2010 in Corning, NY and June 9, 2010 in Binghamton, NY

Name: **Manufacturers Guide to Doing Business with the Department of Defense**

Corning

Date: Tuesday, 6/8/2010
Time: 8:30 AM Registration
9 AM to 4 PM Workshop

Location: Radisson Hotel
125 Denison Parkway East, Corning, NY 14830

Free Parking

Binghamton

Date: Wednesday, 6/9/2010
Time: 8:30 AM Registration
9 AM to 4 PM Workshop

Location: Binghamton Regency
225 Water Street, Binghamton, NY 13902

Free Parking

Presenters: **Brian Duddy**, Lieutenant Colonel, USAF-Retired, RIT CIMS Senior Program Manager

Joe Williams, Cattaraugus County PTAC Program Manager

Registration Required - To register: <http://cattco.ecenterdirect.com>

Forward to colleagues who may benefit from this session.

Fee: No Fee to Attend ~ Lunch and refreshments provided

Topics:

- * Pre-requisites to defense contracting
- * Who buys what in the DOD; services, commands and agencies
- * Where companies can "break into" the business
- * Getting your name out there – trade shows, websites, etc.
- * Points of contact in the DOD acquisition
- * Contract structure
- * Acquisition timelines
- * Doing basic research on opportunities
- * Acquisition process and life cycle
- * How the DOD finds businesses
- * Marketing to the DOD
- * Types of contracts
- * The RFP and Source Selection Process
- * Drawings, specs and standards Help

If you have questions please contact:

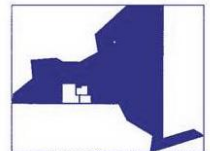
Lenora Leasure

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Thank You!



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