



U.S. Small Business Administration

U.S. Small Business Administration  
Office of 8(a) Business Development  
7(j) Management & Technical Assistance Program

# PROPOSAL PREPARATION



Date: May 17, 2012  
Time: 8:30—5:00  
Location: Robert H. Mollohan Research Center  
I-79 Technology Park, 1000 Galliher Drive, Fairmont WV 26554

### Topics Include:

- |                                     |                             |
|-------------------------------------|-----------------------------|
| Strategizing for a winning price    | Past Performance            |
| How RFP elements influence strategy | How the winner is selected  |
| Developing the tech proposal        | The proposal review process |

Register at <http://sbaworkshops.stoverteam.com>. There is no cost for 7(j) eligible businesses.  
SBA District Office Contact: Melissa Loder, [Melissa.loder@sba.gov](mailto:Melissa.loder@sba.gov), 304-623-5631 ext. 224  
Workshop information: Phyllis Embree/Chris Strudthoff at 770-423-9888  
[sbaworkshops@stoverteam.com](mailto:sbaworkshops@stoverteam.com)

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