



U.S. Small Business Administration

7(j) Management & Technical Assistance Program

PROPOSAL WRITING, PRICING and BIDDING STRATEGIES for GOVERNMENT CONTRACTORS

These 2 half day sessions are designed around two of the most requested topics for firms considering doing business with the government: proposal writing and compliance with government accounting standards. This training is designed for decision makers, business owners and business development personnel who are interested in or currently doing business with the federal government. The instructors are small business owners themselves and have developed the course content from their first hand experiences of doing business with local, state, tribal and federal governments during the past 16 years.

First Session 8:30 am - 12:00 pm

Proposal Writing

- Capabilities Statements
- Understanding the RFP Process
- Technical Proposals
- Visual Writing
- Past Performance
- Cost Volume
- Contracting Websites
- Develop a systemized bidding process
- Proposal Scoring and Evaluation
- Group Exercises

Second Session 1:00pm - 4:30 pm

Pricing and Bidding Strategies

- Understand how standard pricing formulas don't often work in a competitive bidding process
- Implementing a Compliant Accounting System for Small Businesses (Quick Books®)
- Using Cost Pools and Bases
- Calculating Indirect Rates for Competitive Pricing
- Strategies for Successful Bidding
- Group Exercises

Wednesday, March 16, 2016

NDSU Technology Park

North Conference Room

1854 NDSU Research Circle North

Fargo, ND 58102

For more information or to register, please contact:

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This SBA training is provided by Project Solutions, Inc., and is funded in part through a Cooperative Agreement with the SBA. For more information about the SBA 7(j) Program and its eligibility criteria please visit: www.sba.gov/7J



*There is no cost for 7(j) eligible businesses and SBA 8(a) Program participants. This activity is funded in part through a Cooperative Agreement with the U. S. Small Business Administration (SBA) contract numbers SBAHQ-15-J-0006. SBA's funding is not an endorsement of the contractor or any products, opinions, or services. All SBA programs are extended to the public on a non-discriminatory basis. Reasonable arrangements for persons with disabilities will be made if requested at least two weeks in advance. To make arrangements please contact Sherri Komrosky at 701-239-5658 or email to sherri.komrosky@sba.gov.