



## PORTSMOUTH VIRGINIA ECONOMIC DEVELOPMENT

### Workshops

## Procurement Workshop Series

The City of Portsmouth Department of Economic Development and the Small Business Administration present a series of “Winning and Succeeding in Government Contracts” workshop series. Workshops are held from 6-8 p.m. in the Portsmouth Partnership Briefing Center, 200 High Street, Ste. 203. Please call **757-393-8804** to RSVP.

### **Doing Business with the Commonwealth**

**Tuesday, March 8, 2011**

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).

### **Responding to a RFP**

**Tuesday, March 15, 2011**

Learn the key components necessary to respond to a Federal or State solicitation.

### **Pricing To Win a Federal Contract**

**Tuesday, March 22, 2011**

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

### **Federal Small Business & Certification Programs**

**Tuesday, March 29, 2011**

Learn the certification requirements and process for HUBZone, 8a, and SDV programs that can help position you to win federal contracts.

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

**Tuesday, April 5, 2011**

Department of Economic Development  
200 High Street, Suite 200  
Portsmouth, Virginia 23704-3622



## Fifth Annual Veteran's Procurement Conference

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

- Army Corps of Engineers
  - Department of the Army
- local government and prime contractors.

Attend a veteran's benefits workshop, network with industry professionals, and participate in a First Come, First Serve Match-Making session with the Primes (sign-up required)

Date Tuesday, April 5th  
8:30 AM- 4:00 PM  
Renaissance Portsmouth  
Hotel & Waterfront  
Conference Center  
425 Water Street

**Advance registration required** RSVP to Portsmouth Economic Development 757-393-8804 by Monday, April 4, 2011. Cost is only \$20  
No credit cards accepted  
Space is limited  
Non-Veteran's Welcome