

Principles of the Training Program

The purpose of this program is to provide training to 7(j) eligible businesses in Regions 8, 9 and 10 including firms in the developmental and transitional stages of the 8(a) Business Development Program. In addition to classroom facilitation, workshop participants will receive a reference publication that can be used as a guide to help win business with the Federal government and equip them with the skills and knowledge necessary to continue growing and expanding their businesses.

Participants will receive training on how to make "real world" business decisions to facilitate business success. The training will also help prepare 8(a) firms for successful completion and graduation from the 8(a) Business Development Program.

The ultimate goal of the training is to assist economically and socially disadvantaged firms that are 7(j) eligible and 8(a) certified to achieve competitive viability in the open marketplace.

NO REGISTRATION FEE!

Online registration at:

www.pbsisbtraining.com

Eligibility Criteria

You are eligible to participate in the training if you are:

- An 8(a) firm in compliance with all 8(a) requirements and eligible to receive 8(a) contracts
- A Business operating in areas of high unemployment or low income
- A Business owned by a low income individual

Workshops:

Class size is limited to the first 40 registrants

Performance-based Solutions, Inc.

www.taskpbsi.com



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Business Counseling and Management Training for Small Businesses

SBA Office of Business Development Presents

Management and Technical Assistance Training for 7(j) eligible firms in SBA Region 10

Workshops Topic:

Developing a GSA MOBIS Proposal (August 17)

Effective Teaming Strategies (August 18)

Source Selection and Contract Award (August 19)

Presented By



Performance-based Solutions, Inc.

**Federal Building Annex- Module G
Conference Room A & B
222 W. 8th Avenue
Anchorage, AK 99513**

**Contact Person: Karen N. Forsland
Contact Number: 907-271-4861**

August 17-19, 2010

8AM-4PM each day

SBA Mission and Guiding Principals

Mission

The SBA has been authorized under Section 7(j) of the Small Business Act to aid, counsel, assist and protect the interests of small business concerns, to preserve free competitive enterprise and to maintain and strengthen the overall economy of our nation.

Guiding Principles

Creativity

Our people inspire creativity in the American economy by developing and supporting entrepreneurs through a vast network of resource partners.

Advocate

We advocate for all small businesses by taking leadership in building a productive partnership between the American people and its government.

Results

Our team focuses on delivering results for small business, being accountable, accessible and responsive.

Empower

We empower the spirit of entrepreneurship within every community to promote and realize the American dream.

Success

We facilitate the environment necessary for America's small businesses to succeed, measuring our performance by small business success.

Workshop Topic Synopsis

Developing a GSA MOBIS Proposal

This one-day workshop is designed to instruct and assist small Business representatives to develop, step-by-step, and price applications (proposals) to obtain their GSA MOBIS (Mission-Oriented Business Integration Services) contracts. The workshop also provides substantial information about multiple-award task order contracts as they relate to Federal small business programs. This workshop will demonstrate for participants a proven strategy for effectively developing the MOBIS sections requiring executive summaries, corporate information, past performance information, Special Item Numbers, labor categories and descriptions and pricing formats. It will also discuss modifications to MOBIS contracts and responding to requests for GSA Schedule quotes.

Effectively Teaming Strategies

The workshop covers several elements of strategic positioning and teaming, focusing on making the business case for and building and participating on contractor teams, developing mutually beneficial mentor protégé proposals, developmental assistance plans, and forming joint ventures that, in addition to meeting regulatory requirements, embrace proven strategies and formats that have been acceptable to Federal contracting officers. The workshop will walk participants through the process of developing and negotiating sound non-disclosure agreements, contractor teaming agreements, joint venture agreements and subcontracts. The workshop will also focus on developing effective language for the management plans they must include with their technical proposals that clearly and concisely describe how prime contractors or managing joint venture partners will manage and operate the contractor team.

Source Selection and Contract Award

As business owners pursuing federal contracts, workshop participants need a thorough understanding of the federal source selection process. This knowledge is critical to developing and implementing effective capture strategies. In other words, to increase the likelihood of being the winner, 8(a) contractors must understand how a government agency picks the winner. One of the most critical steps facing agencies and contractors in government contracting is source selection – the process agencies follow to choose among competing proposals. Through lecture and comprehensive case study, this hands-on course will provide participants with a number of major benefits, including a solid understanding of the selection process, checklists, responsiveness and responsibility, pre-award audits, affiliation and size determinations, participants on source selection teams and their roles, internal rules and guidelines. This knowledge will form the basis for sound business decision analysis and decision making with respect to capture strategy and forming winning capture teams. This workshop offers industry professionals a wealth of insights into the source selection process and the tools to use those insights to develop effective, winning proposals.

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Presenters

Bill Fisher

Performance-based Solutions, Inc.

William A. Fisher serves as chief operating officer of PbSi, managing the company's internal operations and federal and commercial projects. Prior to moving to the commercial sector in 2001, he served 27 years at various federal organizations, ultimately coordinating the human, financial and technical resources required to effectively manage national programs and projects. His federal career included positions at the U.S. Small Business Administration (SBA) and the Federal Reserve Board. At SBA, he served as associate deputy administrator for the office of government contracting and business development, responsible for the 8(a) program, the woman, veterans, and service disabled veteran-owned business programs, the HUB Zone program, the SDB certification program, and the SBIR/STTR programs. While at the White House Initiative on HBCUs, he assisted HBCUs to access federal and private opportunities