



Small Business Development Center
Columbia Area Office
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Contracting with the Federal Government

About the speaker Scott Bellows graduated with an MBA from USC (Los Angeles) and a Masters in International Affairs from Columbia University. For 12 years he was employed by the U.S. Agency for International Development as an Executive Officer (and as a warranted contracting officer). He has started two computer businesses and understands the many challenges faced by small business owners.

Topics to be covered:

What are the Opportunities?
Do you have what it takes?
Government Rules You Need to Know
Basic Steps to Contracting with the Federal Government.

Who should attend this seminar?

This course is best suited for representatives of companies that are already established in the private sector and are exploring the idea of expanding their market to include federal and state government contracts. The course talks about what the government needs and explores whether or not there is a real opportunity for you. It then outlines the basic steps that would be followed should you decide to move your company in this direction. This is a VA approved course. Veterans should check with the VA Regional Office for benefits eligibility.

Thursday, April 12, 2012

10:00 am – 11:30 am

Location: 4TH Floor Conference Room at the USC Technology Incubator,
1225 Laurel St, Columbia SC 22901 (corner Laurel and Sumter streets)

Parking: FREE parking on 3 sides of the building.
If entering the parking-lot from Laurel St, please do not use the first three spots.

REGISTRATION

\$35 in advance, \$45 at the door. Register online at www.uscbiz.net, click seminars, Columbia.
We gladly accept Visa, Master Card, check, cash or money order.

Or, make check payable to USC-SBDC and send to:
USC-SBDC, Room 326, 1225 Laurel St, Columbia SC 29201
Be sure to record the date you want to attend on the check.