



Doing Business With the Government

Monday, December 3, 2018

Noon to 4 p.m.

(Lunch provided)

This HUBZone Seminar is for you and your small business if you want to learn how to get into government contracting.

Topics of discussion will include:

- Best practices in government “business development”
- How best to work with large primes
- Full lifecycle of government contracting business development
- Value propositions and things to consider as you progress in a sub-contractor role
- A granular discussion of business development and responding to an RFP

VCEDA Office
527 East Main St.
Lebanon, VA

RSVP:

marketta@vaceda.org
276-889-0381



Tim Denning
Featured Presenter

Tim Denning is currently Vice President of Business Development for Synectics for Management Decisions (SMDI) in Arlington, VA.

He is completing Doctoral studies in Public Administration from West Chester University. He has an MA certificate in Contracts and Procurement Management from the University of Virginia, an MBA in Finance and an MA in Political Science from Lehigh University, as well as a BA in Psychology from Johns Hopkins University.