

# GCAP Presents Oregon Business Opportunities 2018!

## *Building Relationships and Winning Contracts*

### How to Prepare for Government Contracting, Updates, Changes and Best Practices

*Springfield Mayor, Christine Lundberg Will Be Our Keynote  
Speaker!*

Geared towards small businesses across any industry

#### **Training will include:**

- ◇ Optimizing Your **SAM** and SAM Updates and Changes
- ◇ Understanding Solicitations and Proposals - 12 Steps/Pillars of Success/Proposal Writing and Avoiding Pitfalls
- ◇ Inside Information for Networking with Government Contract Individuals — Presentation of best methods from former BLM/ Forest Service Contracting Officers

#### **Breakout Sessions will include:**

- ◇ **VIPR** — Steps to Success with Wildland Fire Fighting: eAuth / VIPR/NAP/ROSS
- ◇ **Marketing:** Capability Statements and GCAP's GCOM
- ◇ **Exploring** Federal Certifications—do you qualify and will it help?

**Pre-registration is required, early registration: \$60  
until October 10th after October 10th the cost will be  
\$65 (breakfast and lunch included).**

**Please click [here](#) to register**

*No Refunds after October 10th.*



**NOTE: Date  
Change!!**

#### **When:**

October 23, 2018  
Registration 7:30 am  
Training: 8:00-4:30

#### **Where:**

Holiday Inn  
919 Kruse Way  
Springfield, OR

#### **Presented by:**

**The Government  
Contract Assistance  
Program (GCAP) /  
Oregon's PTAC  
(Procurement  
Technical Assistance  
Center)**

**Questions: Contact  
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