



# MWBC'S PROCUREMENT SERIES

*Explore opportunities to grow your business through procurement!*

## General Overview

The Maryland Women's Business Center (MWBC)--in partnership with Citi--is launching a new procurement program to increase the number of women entrepreneurs within the State of Maryland who are eligible to bid on procurement contracts.

The goal of this program is to ensure that clients get the tools needed to be successful in pursuing and winning procurement opportunities, including building key relationships.

### Best for businesses seeking:



Increased Revenue from Government Projects

### Secure Contracts with Federal, State, & Local Agencies

The series is made up of six training sessions that will cover many aspects of successfully pursuing and winning procurement contracts, and will end with opportunities to connect with small business liaisons, prime contractors, and procurement officers.

## Top 3 Benefits to Women Entrepreneurs

### # 1

**Exposure to new revenue and growth opportunities** through training sessions that walk clients through key elements of the procurement process.

### # 2

**Participate in one-on-one counseling** for individual guidance on pursuing procurement contracts.

### # 3

**Connect with potential vendors** seeking contracts with WOSBs through organized networking and business matchmaking opportunities.

## Procurement Training Schedule

TRAINING TOPIC	2017 PROPOSED TRAINING DATES*	
	Montgomery County	Prince George's County**
Introduction to Procurement	July 26	August 14
Understanding Your Market	August 23	August 21
How to Price & Develop a Winning Proposal	September 27	September 25
Accounting & Compliance Issues	October 25	October 27
What You Need to Know About Financing, Bonding & Insurance	November 9	November 20 (morning)
Understanding Contracts (Joint Ventures, Partnerships, etc.)	November TBD	November 20 (afternoon)
Meet the Primes & Procurement Officers	December 14	

\*Dates subject to change.

\*\*This series will be held at the Prince George's County Economic Development Corporation office and is sponsored by:



## Cost to Attend: \$199 for all six sessions; \$35 for individual sessions

To attend the "Meet the Primes and Procurement Officers" matchmaking session on December 14 for free, you must attend at least 3 paid workshops.

Learn more at [www.marylandwbc.com](http://www.marylandwbc.com) or call 301-315-8091.

To register for the full series in Montgomery County, click here.  
To register for "Introduction to Procurement" in MoCo, click here.

To register for the full series in Prince George's County, click here.  
To register for "Introduction to Procurement" in PGC, click here.





## Overview of MWBC's Procurement Series

### Informative Training Sessions

MWBC has assembled qualified speakers from a variety of companies and government agencies to offer invaluable advice on understanding the market, how to conduct business with their agencies, answer FAQs, and share other insights into the procurement process.

### Knowledgeable Counselors on the Federal Market



MWBC has partnered with FEDMINE.US to provide in-depth information to clients

seeking to break into the federal market. MWBC's counselors will work with clients to identify real-time contract opportunities, award announcements, and prime contractors.

### New Business Opportunities

Networking and business matchmaking opportunities--including referrals, business "speed dating" sessions, and an expo--will also be available to clients in need of procurement assistance.



## The Need for Procurement Training for WOSBs

*It is vital for women business owners to stay involved in procurement.*

### # 1

WOSBs are generally meeting procurement contract thresholds, but they continue to be underrepresented in terms of awards share.<sup>1</sup>

### # 2

Almost **1/2** of WOSBs received contracts for **only 1 year**.<sup>2</sup>

Historically, vendors with more longevity and stability secure larger portion of future contracts.

### # 3

In 2012, 20% of awards (\$2.3 billion) went to 44 WOSBs. The remaining 80% of awards (\$9.2 billion) went to 17,648 non-WOSBs.<sup>3</sup>



<sup>1, 2, 3</sup> National Women's Business Council (www.nwbc.gov)

### PROCUREMENT SERIES PARTNERS



### MWBC RESOURCE PARTNERS



### MWBC PROGRAM SPONSORS



Montgomery County • 51 Monroe Street • Plaza East-20 • Rockville, MD 20850

Frederick County • 118 North Market Street • 3rd Floor • Frederick, MD 21701

Prince George's County • Bowie Business Innovation Center • 14000 Jericho Park Road • Bowie, MD 20715