



Florida SBDC at EFSC Government Contracting Seminars

Helping Businesses Grow & Succeed

Understanding Source Selection

(Course #74097)

October 18, 2017 | 10:00 – 3:00 PM

In federal contracting, the objective of source selection is to choose the proposal that represents the best value in competitive negotiated acquisitions (Subpart 15.302).

Whether you are responding to your first proposal or you are an experienced federal contractor or subcontractor, this seminar will not disappoint you. Register now to learn from the experts how to increase your chances of becoming the successful offerer.

Presenters:

****Sherri Richardson, Director, Small Business Programs, Patrick Air Force Base****

****Mark Brock, a former contracting officer and current Deputy for Small Business, Naval Facilities Engineering Command (NAVFAC), Southeast****

Major Topics will include:

- Understanding Key Contracting Terms
- Responding to Solicitations
- Evaluation Factors and Significant Subfactors
- Proposal Evaluation
- Small Business Participation: Technical and Past Performance
- Source Selection Decision

\$25 per attendee, which includes workshop materials, breakfast, and lunch.

Event location: FSBDC, Eastern Florida State College (EFSC), 1519 Clearlake Road, UCF Building 3, Rm 103, Cocoa, FL

Register online at www.easternflorida.edu/go/sbdc or contact the SBDC at (321) 433.5570 or (321) 433.5514.



Hosted by



Florida SBDC at Eastern Florida State College

3865 N. Wickham Road
Bldg 10, Room 117
Melbourne, FL 32935
321.433.5570

State Designated as Florida's Principal Provider of Business Assistance [288.001, Fla. Stat.]

Dates and times are subject to change

The FSBDC at EFSC is a member of the Florida SBDC Network, a statewide service network funded in part through cooperative agreements with the U.S. SBA, Defense Logistics Agency, State of Florida, and other private and public partners; hosted by the University of West Florida; and nationally accredited by the Association of SBDCs. SBA's funding is not an endorsement of any products, opinions or services. Reasonable accommodations for persons with disabilities will be made if requested at least two weeks in advance. Contact the FSBDC at EFSC.