

Workforce Development & Continuing Education  
Win Government Contracts with MC!  
Friday, February 22, 2019  
9:00 am – 5:30pm Rockville Campus  
**REGISTER TODAY!**

## Government Contracts: Introduction, SMB-339



Business Owners, Contractors and Proposal Writers will become aware of the Business Development and Project Life Cycles and their related processes to be successful in the Federal and Metropolitan area's contracting markets. Identify appropriate financial and capabilities statements, and compliance. You will explore opportunities and evaluate the required resources to engage and win!

**Invaluable Information you do not want to miss that will save you \$ and make you \$!**

Core Capabilities

Surety Bonding

Job Cost Analysis

Percentage of Completion

Bank Line of Credit

Fixed-price contracts

Contract value and costs

Acronyms like RFP, IFB and RFE

...and MORE!



### Government Contracts: Business Development Life Cycle, Introduction

Gain the knowledge to win federal government contracts! With thousands of job postings demanding federal contractors hold knowledge of the Business Development Life Cycle. (BDLC). BDLC phases and their associated roles, processes, procedures and skills are presented in this course. You will gain essential strategies and tools needed to competitively participate in the DC metro area federal government contracting market. Some of the topics covered will be the interest and identify phase as well as the proposal phase. Certificates of attendance and successful participation provided. TWA

Course: SMB339 8 Hours  
\$215 + \$104 fee = \$319; NMR add \$160

Rockville Campus

CRN#: 34770 1 Session F  
2/22 9 a.m.-5:30 p.m.

**Register for CRN 34770: 240-567-5188 [www.montgomerycollege.edu/wdce](http://www.montgomerycollege.edu/wdce)**

Email us at [SBEL@MontgomeryCollege.edu](mailto:SBEL@MontgomeryCollege.edu) to receive information on our

Small Business courses and our next *Entrepreneurship & Innovation CE Certificate Program* starting February 4<sup>th</sup>!