

Doing Business with the Federal Government

A Comprehensive Guide for Contractors

Unlock the keys to the \$700 billion federal marketplace to understand the process, find opportunities, and compete with confidence.

Tuesday, August 26 | 10:00AM - 11:30AM

CONVERGE Innovation Center
1201 Technology Drive, Aberdeen

Topics will include

- ▶ How to identify contracts for bid, including RFPs, RFQs, and RFIs
- ▶ The importance of registering in SAM.gov to obtain your UEI and CAGE Code
- ▶ NAICS codes, size standards, and how to conduct market research
- ▶ Identifying prime contractors, competitors, and agency procurement forecasts



HARFORD COUNTY
Bob Cassilly, County Executive

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Free event

registration required
bit.ly/LevelUpDoingBiz