Specialized Training on Federal Government Contracting Basics!

Friday, March 15, 2024
9:00 a.m. to 1:00 p.m.

MBDA Tech Training Center, 4141 Pinnacle, Suite 120
For More Information contact Terri Reed, treed@ephcc.org.

Topics to be covered:

- Get Your Business Started in Federal Contracting
- Understanding the Federal Contracting Lingo
- Types of Government Contracts
- Register Your Business with the Government
- Capturing Federal Business
- Next Steps for Success

> **Cost:**
> **$40 per person**
> (includes all training materials, refreshments and boxed lunch)

Training presented by:

Mr. Daniel Portillo brings a unique 360-degree perspective to federal contracting, coaching, training, advising, consulting, and mentoring. For over 38 years, Daniel has worked as Contract Cost/Price Analyst for Defense and Energy prime contractors, the US Air Force, Contract Specialist for the US Navy, Cost Price/Price Analyst and Administrative Contracting Officer for the US Army, Chief Contracting Officer and Director of Small Business Programs for the Department of Veteran Affairs and the US Army, and two international deployments with the US Corps of Engineers in Afghanistan. As a Procurement Specialist with the former Contract Opportunities Center Procurement Technical Assistance Center (PTAC), now Apex Accelerator, he provided mentorship, counseling, coaching and training to hundreds of small businesses seeking federal, state, and other government contracts. Daniel's understanding of federal contracting has helped hundredths of small businesses understand, pursue, and win federal contracts.

Registration Information:

# of tickets: ____   **Total Amount Due:** $____

Contact Name	Phone Number	Email Address

Business Name	Address	City	State	Zip

Payment Information:

Credit Card Number	Expiration Date	Security Code	Billing Zip Code

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> **Who should attend?**
> Any New Federal Government Contractors!

Contact Jesse Macias, 210-782-0622 or 915-331-2346!

FOR MORE INFORMATION, PLEASE CALL TERRI AT 915-566-4066!