



Coles College of Business  
Small Business Development Center

# Procurement Boot Camp

Friday, June 1, 2012

Time	Certified Businesses	Non-Certified Businesses
8:30—8:45	Welcome	
8:45—9:00	Overview & Purpose of Program: <i>Lloyd Atkins, UGA SBDC</i>	
9:05—10:30	Introduction to Government Contracting: <i>Chuck Schadl, GTPTAC</i>	Certifications Overview: <i>Lloyd Atkins, UGA SBDC</i>
10:35—12:00	Doing Business with a Federal Agency: <i>Steve Magner, US Army, Fort Benning</i>	Government Contracting: The Basics: <i>Dinora Gonzalez, DG Consulting</i>
12:05—1:15	Lunch & Small Business Panel: <i>Keith Hollman, Beta South &amp; Catherine Downey, CAT Media</i>	
1:20—2:45	Doing Business with Large Corporates: <i>Ken Huff, GA Power</i>	GSA Federal Supply Schedules: <i>Dinora Gonzalez, DG Consulting</i>
2:50—4:10	Marketing Your Certification and Finding Subcontracting Opportunities—Using Teaming Agreements, Strategic Alliances and the Internet: <i>Lloyd Atkins, UGA SBDC &amp; Art Brown, LeScot Enterprises</i>	
4:15—4:30	Wrap-Up & Certificates	



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