



SELLING PRODUCTS & SERVICES TO THE FEDERAL GOVERNMENT

Getting started with a focus on aircraft & aerospace suppliers – **PART ONE**



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The Federal market is complex and demanding and does present significant barriers to entry. BUT companies that understand the process, regulations, market and requirements can make the Federal government a very good customer.

The session will focus on:

- Registering as a contractor
- The impact of Small Business Programs
- Basic expectations of the contractor
- Visibility to the agencies
- Locating opportunities

WEDNESDAY OCT. 4, 2017

11:45 AM REGISTRATION
LUNCH INCLUDED WITH REGISTRATION

NOON - 1 PM PROGRAM

FREE EVENT

BORDINI CENTER - BC143
FOX VALLEY TECHNICAL COLLEGE
5 SYSTEMS DRIVE, APPLETON, WI

**CLICK HERE
TO REGISTER**

