



Growing Your Business with Certifications, Teaming and Market Intelligence

June 24, 2014

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The government marketplace has become extremely competitive as a result of the opportunities that exist for doing business with various levels of government and prime contractors.

Join us on June 24th in the Sentry Room at the Sigurd Olson Environmental Institute at Northland College (1411 Ellis Ave. S.) in Ashland, from 8:00 am to 12:00 pm, for this must attend and informative workshop, "Growing Your Business with Certifications, Teaming and Market Intelligence". Hear from Eric Ness, Wisconsin District Director of the U.S. Small Business Administration, Jean Marie Thiel, President of the Belonger Corporation, William G. Kurtz PE, President of the Chequamegon Bay Group, Inc and Wisconsin Department of Transportation officials in this half-day workshop.

"The workshops and programs put on by the Wisconsin Procurement Institute have been very beneficial to the growth and continued success of Chequamegon Bay Group. Not only is the information that they provide excellent, the networking with other individuals is an added bonus", said William G. Kurtz PE, President of Chequamegon Bay Group, Inc.

To be successful in this market, potential contractors must understand the benefits and requirements of federal, state, tribal and local certification programs. Additionally, businesses must have a fundamental understanding of how to conduct market research and advance their market intelligence. Learn how to utilize your potential certifications and how to conduct market research in a way that will help you break into, and get noticed, in this competitive market.

This event is hosted and sponsored by the U.S. Small Business Administration, American Indian Chamber of Commerce – Wisconsin (AICCW), Chequamegon Bay Group, Inc. and the Wisconsin Procurement Institute.

For additional information and to register for this free event please visit <http://www.wispro.org/eventdetail.asp?ID=884>.

