Selling To The State:
Strategies For Success

SUPPLIER BUYER EXCHANGE

Small Business Procurement Workshop
Tuesday, June 6, 2006

Registration 8:30 am to 9:00 am
Workshop 9:00 am to Noon
Virginia Highlands Small Business Incubator -- Abingdon, Virginia
851 French Moore, Jr. Blvd, Abingdon, Virginia 24210

There is no fee but registrations (next page) are to be submitted to:
Sue Wagner, Virginia Highlands SBDC,
851 French Moore, Jr. Blvd. Abingdon, Virginia 24210
Phone: (276) 492-2066 | Fax: (276) 698-3090 | E-mail: swagner@vhcc.edu

Representatives from the Commonwealth of Virginia will discuss the state's initiative to increase access to state contracting for **small, women-owned** or **minority-owned** businesses. Topics include state certification and use of eVA, Virginia's electronic government purchasing system.

This is your opportunity to:

Get business assistance with state certification and eVA.
Hear what products and services buyers are seeking.
Introduce your business, products, services to buyers.
Meet state government buyers face to face.

For questions, contact Sue Wagner at (276) 492-2066 or
the Procurement Technical Assistance Center (PTAC) at (276) 964-7334.

VA Department of Business Assistance

DMBE Virginia Department of Minority Business Enterprise

SBA

PTAC Procurement Technical Assistance Center
In conjunction with DLA and Southwest VA Community College

VHCC

VIRGINIA Small Business Development Centers — where business comes to talk business.

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AGENDA

Small Business Procurement Workshop
Abingdon, Virginia
Tuesday, June 6, 2006

8:30 AM **REGISTRATION**

9:00 **WELCOME AND OPENING REMARKS:**
Dr. David Wilkin, President
Virginia Highlands Community College

9:20-10:15 **STATE CERTIFICATION & THE SWAM INITIATIVE:**
Michael Russell, Engineering Manager
Virginia Department of Minority Business Enterprise

10:15-10:30 **NETWORKING & COFFEE BREAK**

10:30-11:15 **MAXIMIZING SUPPLIER SUCCESS WITH eVA:**
Kathryn Dolan, Procurement Assistance & Business Services Manager
Virginia Department of Business Assistance

11:15-11:30 **INTRODUCTION OF EXHIBITING STATE AGENCIES**

11:30-NOON **ADJOURNMENT TO EXHIBITS -- NETWORKING**
SUPPLIER/BUYER EXCHANGE & ASSISTANCE FAIR

- State buyers on exhibit with information about their agency's purchasing needs.
- Suppliers visit exhibitors and share capabilities
- Department of Minority Business Enterprise exhibit for questions on SWAM certification.
- Department of Business Assistance exhibiting and available for supplier support and guidance on eVA sales and marketing strategies.

VA Department of Business Assistance

DMBE Virginia Department of Minority Business Enterprise — DMBE is geared up to enhance State procurement opportunities for SWAM businesses.

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Registration is FREE.
Registration Deadline: June 2, 2006

WORKSHOP LOCATION:

Virginia Highlands Small Incubator, Training Room
851 French Moore, Jr. Blvd., Abingdon, Virginia 24210
REGISTRATION: 8:30 TO 9:00 AM | WORKSHOP: 9:00 AM TO 12:00 Noon

REGISTRATION:

NAME _____ TITLE _____

BUSINESS/ORGANIZATION _____

ADDRESS _____

CITY _____ STATE _____ ZIP _____

TELEPHONE _____ E-MAIL _____

SPECIAL NEEDS/ACCOMMODATIONS _____

BUSINESS SIZE: SMALL_____ WOMAN-OWNED _____ MINORITY-OWNED _____

FAX OR EMAIL REGISTRATION FORM TO:

Sue Wagner
FAX: (276) 698-3090
EMAIL: swagner@vhcc.edu
Other Information Contact: PTAC – (276) 964-7334

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