



Doing Business

With the

Federal Government 101

Essential toolkit for small and medium-sized organizations doing business with the world's largest customer

- Be sure all requirements are met
- Know how to prepare proposals
- Determine exactly who, or what agency will be marketed too
- Match products or services with the correct purchasing venue
- Understand the different purchasing processes

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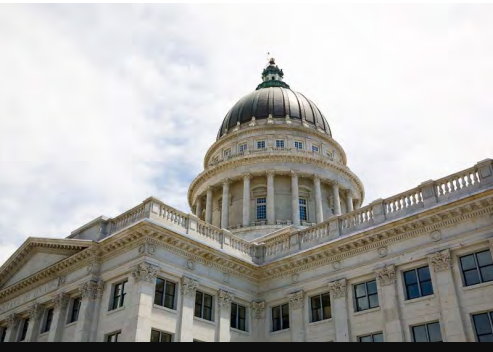
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Available Formats:

Online, DVD, LMS & Handheld





Doing Business with the Federal Government

Doing Business with the Federal Government 101

Essential toolkit for small and medium-sized organizations doing business with the world's largest customer

The United States Government is the world's largest customer. Many organizations rely on U.S. Government procurement to account for a significant portion of their revenue stream. There are many hurdles and layers of bureaucracy for any organization wishing to contract a service or sell a product to agencies at the federal level. For some, the labyrinthine process of becoming a verified contractor results in lost revenue and wasted resources.

The U.S. Government is not a single entity, rather a group of agencies, each with their own procurement and service needs. Small and medium-sized organizations that look to capitalize on the Government's buying power will have to develop a strategic approach. To gain access and get noticed, organizations will need to:

- Be sure all requirements are met
- Know how to prepare proposals
- Determine exactly who, or what agency will be marketed too
- Match products or services with the correct purchasing venue
- Understand the different purchasing processes

Doing Business with the Federal Government 101 is a 90 minute training program that will guide entire organizations through this complex process. This course discusses every different approach to selling or contracting with the U.S. Government regardless of the service or product that is being offered. Attendees to this program will take away a comprehensive list of tools and resources to help guide toward success.

This course is recommended for individuals in almost any role within an organization that has plans to sell or service a U.S. Government agency. Along with covering the most relevant issues faced by organizations doing business with the government, attendees will gain valuable knowledge of the government market.

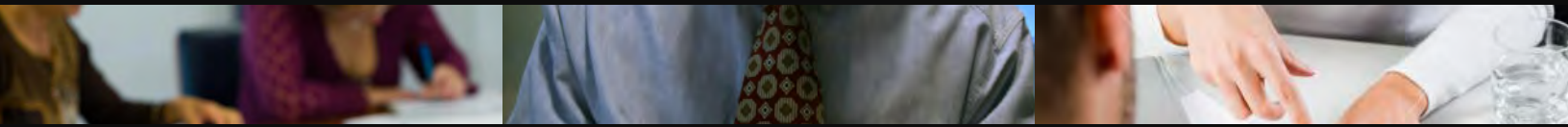


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Government Business 101

Gateway Management offers a full-service portfolio of resources including training, staffing and consulting to deliver innovative solutions for complex business issues. We believe that the business landscape is rapidly changing, and that innovative solutions will determine your organization's success moving forward. Gateway Management's mission is to help organizations achieve their goals through the utilization of talent and management expertise. Our solutions are customized to address the challenges of today's evolving marketplace.

Gateway Management, Inc

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Fees:

- Online:** \$ 299
- Additional Attendee(s): \$ 99/ea.
- DVD:** \$ 399
- LMS:** \$ 999

Please call to inquire about LMS or Intranet licensing, or email Josh Powell at jpowell@gmi-solutions.com.

This course is also available for use on **smart phones** and **handheld** devices. Please inquire for more information.

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