



Making Dollars and Sense Selling to the Government

The US Government alone spends more than \$350 billion annually for various products and services, yet each year thousands of contracts bypass small businesses that do not know about or understand how the government buys.

Opportunities2008 is your chance to learn how you can tap into this lucrative market. It is a regional biennial "reverse" trade show that allows small businesses the opportunity to meet contracting officers from over 50 federal, state, and local government agencies and prime contractors.

As a small business person at Opportunities2008, **YOU** can:

- Market your products and services directly to over 50 federal, state and local government agencies and large prime contractors in ONE day with ONE sales call.
- Attend a series of seminars designed to provide the latest information on doing business with the government.
- Place bids on goods and services and win a contract on the spot. Contracts will be awarded during the On-the-Spot Awards reception.

Presented By ...

*Asheville Area Chamber of Commerce
City of Asheville Minority Business Program
Department of Veterans Affairs
Duke Energy
Land-of-Sky Regional Council
US Forest Service -- National Park Service
North Carolina Department of Commerce
NC Small Business & Technology Development
Center / Procurement Technical Assistance Center
SC Small Business Development Centers
VA Medical Center*

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Duke Energy
Factory Direct Industries, LLC
NC Institute of Minority Economic Development
Progress Energy
Superior Financial Group
UT Battelle, LLC

Past Opportunities Exhibitors Include:

Φ Oak Ridge National Laboratory Φ VA Medical Center Φ Curtiss Wright Controls Φ
Φ General Services Administration (GSA) Φ General Dynamics Φ RTI International Φ
Φ US Environmental Protection Agency Φ US Marine Corps Air Station, Cherry Point Φ Progress Energy Φ
Φ NC Department of Transportation Φ National Park Service - Blue Ridge Parkway Φ NC Division of Purchasing Φ
Φ Air Force Research Laboratory Φ Pope Air Force Base Φ US Department of Energy Φ Seymour Johnson Air Force Base Φ
Φ US Army Corps of Engineers Φ Fort Bragg Contracting Φ Lockheed Martin Φ Fluor Corporation Φ
Φ Duke Energy Φ Michelin Φ Volvo Trucks North America Φ
Φ Boeing Φ Corning Cable Systems LLC Φ US Department of Homeland Security Φ US Coast Guard
Φ Defense Supply Centers Φ National Institute of Environmental Health Sciences (NIEHS) Φ
Φ Volvo Construction Equipment Φ US Forest Service Φ

Monday, March 10, 2008

8:00 a.m. - 5:00 p.m.

The Grove Park Inn Resort & Spa

Online Registration

www.sbtcd.org/events/opportunities

The \$60 registration fee includes lunch & coffee breaks on a first-come, first-served basis.

Late registration fee \$70 - after March 7th

No refunds after February 25th

For Additional Information:

Clark Fields

Small Business & Technology Development

Center at (828) 251-6025 ext. 22

e-mail: **cfields@sbtcd.org**

Registrant list will be on our website after the event.

Booths for Agencies & Prime Contractors

Opportunities2008 is a reverse trade show. Numerous buyers from large prime contractors and federal agencies will have booths. This forum allows small businesses to circulate throughout the booth area and market their goods and services directly.

Accommodations

A special \$120 rate (plus tax) has been arranged for Opportunities2008 participants at the Grove Park Inn Resort and Spa. **Reservations should be made promptly with the hotel at (800) 438-5800**

Ask for the special

"Opportunities2008" rate!

Opportunities2008

Registration

Name _____

e-mail _____

Name _____

e-mail _____

Add additional names on a separate sheet

Company _____

Address _____

City _____ State _____ Zip _____

Phone _____ FAX _____

PLEASE COMPLETE THIS FORM & RETURN WITH YOUR PAYMENT

Number of Attendees: _____ @ \$60 _____

Government agency booth _____ @\$0.00 _____
(representatives must pay attendee fee)

TOTAL ENCLOSED=\$ _____

Make checks payable to: **Opportunities2008**

Mail to: **Opportunities2008, c/o SBTDC**

68 Patton Avenue - Suite 1

Asheville, NC 28801-3312

or Fax: (828) 232-5126

For credit card payment - circle:

VISA or Mastercard

Card # _____

Expiration Date: _____

Print name as it appears on card _____

Cardholder's signature

**Note: Credit card statement will list a charge to
NCSU SBTDC**

Opportunities2008

AGENDA

8:00	Registration
8:45	General Session
9:15 - 11:30	Trade Show Open
11:45 -1:00	Keynote Address & Luncheon
1:00 - 4:00	Trade Show Open
4:00 - 5:00	Reception and Awards

VISIT WITH GOVERNMENT AGENCY CONTACTS AND PRIME CONTRACTORS.

10:00-11:15 Concurrent Workshops - Session I

A Federal Contracting Basics

How the government buys. Procurement types. Finding opportunities. Responsive and responsible bids. Central Contractor Registration (CCR).

B Carolina Crescent Federal Opportunities

Veterans Affairs, National Park Service, National Climatic Data Center, and USDA Forest Service

C Proposal Writing Basics

What does the government want? How to respond to proposals. Tips for successful proposal writing.

11:45 Keynote Address & Luncheon

Wendy Banks, Carolina Management Team

Wendy has built her successful business in part via government contracting.

1:15–2:30 Concurrent Workshops - Session II

A NC State Contracting Opportunities

State and local purchasing systems.
Use of e-procurement with examples.

B Federal Preference Programs

For women, minorities and veterans.
Includes a special contracting program and certification.

C Getting on the GSA Schedule

Learn how to navigate the GSA Website. Find the schedule that fits your business. Learn how to prepare and submit your proposal.

2:30

Break

2:45–4:00 Concurrent Workshops - Session III

A Federal Contracting Basics

How the government buys. Procurement types. Finding opportunities. Responsive and responsible bids. Central Contractor Registration (CCR).

B Sub-contracting Opportunities

Marketing to Prime Contractors. Federal agency requirements. Sub-contracting tips and responsibilities. Successful collaborations.

C SC State Contracting Opportunities

State and local purchasing systems.
Use of e-procurement with examples.

4:00–5:00 RECEPTION

“ON THE SPOT” AWARD ANNOUNCEMENTS



Opportunities2008

Making Dollars and Sense Selling to the Government
c/o SBTDC, 68 Patton Avenue - Suite 1
Asheville, NC 28801-3312

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www.sbtnc.org/events/opportunities

Monday, March 10, 2008
The Grove Park Inn Resort & Spa
Asheville, North Carolina

In cooperation with:

Senator Richard Burr
Rep. Virginia Foxx (NC-5)

Senator Elizabeth Dole
Rep. Patrick McHenry (NC-10)

Rep. Gresham Barrett (SC-3)
Rep. Heath Shuler (NC-11)

**MARKET TO
OVER 50
GOVERNMENT
AGENCIES
AND PRIME
CONTRACTORS!**