

PTAC DAY 2020

SEPTEMBER 16, 2020



September 16th is annual PTAC Day! This day is set aside for PTAC's to share success stories, economic impact, and other news about how they help the small businesses in their state be competitive and successful in the government contracting arena.

Join us this year as we host two live webinars aimed to help you succeed in analyzing and replying to government contracting proposals.

9 AM - 12 PM CDT

How to Analyze a Solicitation

What's the first step to winning a government contract? Reading and understanding the solicitation! Join us as we review a solicitation, issued by a federal agency, from the front to back covers. Receive best practices and tips for proposal preparation along the way. As a result of participating in this webinar, you will receive a fully annotated solicitation.

REGISTER AT: <https://bit.ly/2YTZHwb>

1 PM - 3 PM CDT

Proposal Writing 101

Join the UT Procurement Technical Assistance to discover the following: 1. How to develop compliance matrices, outlines, and storyboards and 2. Write winning proposals effectively and efficiently your proposals from competition!

REGISTER AT: <https://bit.ly/31tZsJH>

Questions? jen.dangelo@tennessee.edu



Center for Industrial Services
INSTITUTE for PUBLIC SERVICE



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SEPTEMBER 16, 2020



9:00 - 9:15 AM

Welcome & Introductions

- Paul Jennings
- Paul Middlebrooks
PTAC Program Manager

12:00 - 1:00 PM

Break

9:15 - 11:15 AM

Analyzing a Solicitation

- Alexis Kirksey
Program Manager, The Contracting Education at Georgia Tech
- Moderator: Debbie Barber

1:00 - 3:00 PM

Proposal Writing

- Kirste Webb
Senior Vice President of Business Development, ARS Aleut Remediation
- Moderator: Jutta Bangs

11:15 AM - 12:00 PM

Meet Your TN PTAC Counselor

- Paul Middlebrooks, *PTAC Program Manager*
- Debbie Barber, *Middle TN Counselor*
- Jutta Bangs, *East TN Counselor*
- Jen Dangelo, *Special Appointee*
- Russell Toone, *SBIR/STTR Counselor*
- Moderator: Veronica Clark, *West TN Counselor*

