



OPERATION OPPORTUNITY ROADMAP TO CONTRACTING SUCCESS

WORKSHOPS & STRATEGIC BUSINESS CONNECTIONS

Wednesday, May 27, 2015 | 8:30 am - 3:00 PM | Sony Electronics,
http://sdsdc.org/Operation_Oppportunity.html

Starting Line: Roadmap to Doing Business with Sony

Craig Logan, Vice President of Procurement of Sony Electronics, will launch Operation Opportunity by providing attendees steps to doing business with Sony, vendor requirements, and upcoming opportunities. Attendees will begin the journey by receiving insider tips to doing business with Sony Electronics. If Sony has been on your target list, this is a MUST attend event.

Directions: Pinpoint Your Best Prospect - Next Steps to Government Contracting

Beverly Kuykendall, American Medical Depot President of Government Business, will deliver successful strategies any small business owner can use when targeting federal agencies. The workshop will dive deeper than government certifications, SAM.gov registration and FBO.gov. Mrs. Kuykendall has over 20 years of experience in government contracting.

Directions: Developing Your Company's Capability Statement - 7 Secrets to Presenting to Corporations/Agencies

The number one asked for document in corporate and government contracting is a Capability Statement. This workshop will take you through all the steps and exercises to developing an effective capability statement with one more step of making it come to life. The workshop will then dive into basic tips to remember when you are meeting with corporations and/or government agencies during business matchmaking, networking and any other opportunity to present your company. Put what you learned to work during the 10 minute one-on-one capabilities review at the end of Operation Opportunity.

Destination: Strategic Business Connections

One-On-One meetings, over 30 corporate, federal and local government agencies are participating and who are currently sourcing for your product or service. The meetings are strategically prescheduled based on the corporate./agency current sourcing needs.