



# DOING BUSINESS WITH THE GOVERNMENT

Instructed by

**ALAN ELGENDY**

**Inland Empire Small Business Development Center**

There are numerous opportunities for small businesses to sell to the government! This seminar will provide you with a simple overview of how to sell your products and services to the Federal, State and Local Government.

Topics to be Discussed Include:

- Selling to the Federal Government
- State & Local Contracting
- Effective Marketing Methods
- M/W/DVBE Certification
- Basic Contract Types
- Solicitation Preparation
- Small Business Resources

Prior to joining the SBDC, Alan was the International Business Development Manager for the Roche Pharmaceuticals; in Zurich, Switzerland. His main responsibilities were developing business partnerships with Governments & Ministers of Health in Southern Europe & Africa. Before that, Alan was the Foreign Exchange Risk Manager for Thomas Cook Inc., a British Multi National Corporation in London, England & Irvine, California for 4 years. His background includes over 15 years of international business consulting, international relations & business development.

**Tuesday, December 14, 2010**

**6:00 - 8:00 p.m.**

**San Jacinto Community Center**

**625 S. Pico Avenue, San Jacinto, CA**

Program of:

INLAND EMPIRE  
SMALL BUSINESS  
DEVELOPMENT CENTER



The IEWBC is a cooperative program between IECE and the US Small Business Administration. This US Small Business Administration Cooperative Agreement is partially funded by the SBA. SBA's funding is not an endorsement of any products, opinions, or services. All SBA funded programs are extended to the public on a nondiscriminatory basis.

The program is free, but registration is required. Register with Jan Catron at [jcatron@sanjacintoca.us](mailto:jcatron@sanjacintoca.us) or call (951) 537-6354

**Free Workshop**