



Procurement Technical
Assistance Center
Consulting. Connecting. Contracting.

SUBCONTRACT FOR SUCCESS

Webinar Series



Opening the Door to Federal Subcontracting Who Buys your Product?

Join us online! Wednesday, December 17, 2014 at 10:30 a.m.

Who should attend?

- *Ohio businesses which want to become more proficient at finding viable opportunities for federal contracting and subcontracting.*

Learning Points

- *Scope your search more effectively by understanding how your federal or prime customers structure their organization and responsibilities.*
- *Understand data sources whose regular use can yield valuable contracting information for your company. (FPDS.gov, USASpend.gov, FBO.gov)*
- *Learn about powerful, market research tools available to Ohio PTAC clients.*

Speaker: Bill Cox, Procurement Specialist

Ohio University PTAC at Dayton

In his current position, Cox counsels businesses and provides group training events to enhance suppliers' abilities to win contract work from federal, state and local governments. Before joining Ohio PTAC in 2012, Cox served in the U.S. Air Force for 26 years, worked as a defense contractor, director of operations and business development manager and led the development and implementation of large information technology systems. He has more than 15 years of experience as a program manager in acquisition-related positions and is certified as a Level III program manager in the Acquisition Professional Development program.

The Ohio Procurement Technical Assistance Centers (PTAC) help Ohio businesses seeking to compete for federal, state and local government contracts. The PTACs provide a variety of services at no cost to Ohio businesses including one-on-one consulting.

Register at no cost, visit

http://development.ohio.gov/bs/bs_ptacwebinars.htm to learn more.



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