



Virtual Conference

April 6-7, 2021 | 8:30AM to Noon

Webinars: 9:00am - 10am & 10:30am - 11:30am

FOR CONFERENCE PARTICIPANTS

REGISTER AT:

www2.lsbdc.org/workshop.aspx?ekey=7410083



The purpose of the “Connecting Businesses with Contracts” Business Development and Procurement Conference is to provide training and assistance to the small business community, including Small Business Enterprises (SBEs), Women-Owned Small Businesses, Small Disadvantaged Businesses (SDBs), 8(a) Certified Firms, HUBZone Certified Firms, Disadvantaged Business Enterprises (DBEs), and Veteran-Owned (including Service-Disabled Veteran owned) small businesses and to link these various small businesses with Federal, State, and Municipal procurement agents, and Prime Contractors.

WEBINARS

- » Cybersecurity – Protecting your Systems & Avoiding Breaches
- » Doing Business in a Virtual Environment
- » LED Programs
- » A Discussion with Procurement Official’s Panel
- » Market Research and Competitive Analysis
- » Navigating BETA SAM (FBO, FPDS) to Identify Customers and Contracts to Develop a Marketing Strategy
- » Developing Cost and Pricing for Professional Services and Construction Firms



LINKING CITIZENS of *Louisiana* with **OPPORTUNITIES** for *Success!*

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