

THE SBTDC, IN COOPERATION WITH NC'S PROCUREMENT  
TECHNICAL ASSISTANCE CENTER (PTAC), PRESENTS

## BECOMING A SUCCESSFUL GSA SCHEDULE CONTRACTOR

*Winning and Marketing Your New Government Contract*

Friday, September 28, 2012 | 8:30 a.m.–4:30 p.m.

Morrisville, NC

### LOCATION

#### Morrisville

September 28, 2012  
8:30 a.m.–4:30 p.m.

RDU Center  
1000 Trade Drive  
Raleigh-Durham  
International Airport,  
Morrisville, NC, 27560

### REGISTRATION

#### \$195 registration fee

Includes parking, lunch,  
and materials

#### To register, visit:

[www.sbt dc.org/events/  
gsacontractor](http://www.sbt dc.org/events/gsacontractor)

*The SBTDC is administered by NC  
State University on behalf of the  
University of North Carolina System*

### LEARN WHAT IT TAKES TO BE SUCCESSFUL WITH YOUR GSA CONTRACT

The GSA Schedules Program is \$40 billion dollar program that provides access to hundreds of federal, state, and local government agencies. Over 10,000 businesses provide millions of items and services to these government activities. However, many businesses refrain from pursuing this government program because of its complexity.

This new, intense, one day program will provide an in-depth, concise, and a candid overview of the GSA Schedules Contracting program that will both enhance your understanding of the program and increase your chance of being awarded a contract.

You will:

- Assess your ability to meet the key criteria of holding a GSA Contract
- Learn the key steps to obtaining a GSA Schedule Contract
- Find out how to administer your contract and get paid on time
- Effectively market your contract to optimize sales
- Receive a valuable workbook covering the Schedules program



Nick Economou is President of the FSL Government Contracts Center, LLC. His previous positions include Director of the GSA Federal Supply Service Policy Office where he developed and issued policies and procedures covering the GSA Schedules program. In his 30 years of service with GSA, Mr. Economou also served as a negotiator, price analyst, contracting officer, and division director. Mr. Economou received his Bachelor of Science in business administration from Youngstown State University and his Masters Degree in Contracts from the George Washington University. He also possesses a Certified Public Purchasing Officers Certificate from the National Institute of Governmental Purchasing.

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