



FAIRFAX COUNTY

ECONOMIC DEVELOPMENT AUTHORITY

presents

PROCUREMENT ACADEMY

7:30 AM – 10:30 AM

**October 13 • November 10 • December 8
January 12 • February 8 • March 9 • April 13 • May 11 • June 8**

The Fairfax County Economic Development Authority's Procurement Academy is a series of comprehensive workshops focused on various aspects of the procurement process, from start to finish. The workshops will emphasize practical strategies for success and provide the essential elements you need to function effectively in today's procurement arena.

Check the FCEDA Web site (www.fairfaxcountyeda.org/procurement-academy) for topic information about each session.

For more information, visit www.fairfaxcountyeda.org or contact Rasheena Wilson at rwilson@fceda.org or 703-790-0600.

Presented in partnership with Teqcorner, the Virginia Hispanic Chamber of Commerce, the Northern Virginia Black Chamber of Commerce, the Community Business Partnership, the Northern Virginia Procurement Technical Assistance Center, the Virginia Asian Chamber of Commerce, the Women's Business Center of Northern Virginia, the Veterans in Business Conference, the Small Business Commission of Fairfax County, and the Fairfax County Supplier Diversity Program. For more on our partners, please see reverse side.

ABOUT OUR PARTNERS



Teccorner is an innovation center located in Tyson's Corner designed to provide small businesses; technology companies and, start-up entrepreneurs with a "community office" approach that provides flexible; affordable; short-term lease options and virtual office solutions including; walk-in Day Office and/or Meeting Room Access; Concierge services; Wireless IT Solutions & Services; Operational Support Services and, Administrative Services. Full-time office space solutions range in size from 150 s.f. to 1,600 s.f. including SCIF suites built to DCID/121 (6.90) Specifications and Top Secret (TS) rated suites.

The **Virginia Hispanic Chamber of Commerce** is dedicated to building bridges between the Latino community and Virginia's international business community. Since 2000, our successes have included events such as the Hispanic Gala with ex-President Vicente Fox, establishing the first Bilingual Information Center in the United States, and the opening of Goya Foods in Virginia. We offer networking events and business assistance year-round.

The **Northern Virginia Black Chamber of Commerce** creates opportunities for businesses and entrepreneurs to build networks, obtain practical professional development, and gain the skills to strategically grow their companies. The Chamber delivers products and services designed to maximize your investment, including networking events, seminars, and resources.

Created in 1995, the **Community Business Partnership** is a non-profit, 501(c)(3) tax exempt organization. It was formed in response to an identified need for small business technical assistance and financing services, particularly to low-moderate income and disadvantaged individuals, including minorities, women and the disabled. The Partnership also provides a financing alternative to benefit those unable to attract a commercial loan or other traditional source of funds.

The **Northern Virginia Procurement Technical Assistance Program** services nine counties in Northern Virginia and the cities they contain. The Northern Virginia PTAC's goal is "helping business do business with government" by providing procurement assistance to businesses within the local area. Their services include: counseling, market research, educational seminars, and a Bid-Matching Program.

Virginia Asian Chamber of Commerce (VACC) is Virginia's leading statewide Asian business advocacy organization working on behalf of more than 44,000 Asian American companies. The Chamber has the dual purpose of fostering economic development in the Virginia Asian-American communities and promoting trade between Virginia and Asia.

The **Women's Business Center of Northern Virginia** was funded to help any woman in the Northern Virginia area who is interested in starting or expanding her small business. We offer free and low-cost training programs, free one on one technical counseling, marketing assistance, access to those who can make loans, help in getting special certifications to do business with local, state and federal government, a resource library, computers and Internet access, and more!

The annual **Veterans in Business Conference** focuses on building business relationships among Veteran Business Owners, Prime Contractors and Federal Government Officials. Workshop topics will examine How to Start a Veteran-Owned Business, Business Development through Mentor Protégé, Subcontracting Strategies and Becoming DCAA compliant.

The **Small Business Commission (SBC)** was created by the Board of Supervisors to advise and assist the Board, county executive, and county purchasing agent on matters relating to small businesses within Fairfax County. Through our education and outreach committee one of our missions is to provide training and other educational resources to small businesses, enabling them to develop their growth potential and achieve success. The SBC is committed to small business success.

The **Fairfax County Supplier Diversity Program** assists small, minority-owned, women-owned (SWAM) and service disabled veteran businesses in their effort to access county procurement opportunities. It seeks to educate SWAM and service-disabled veteran business owners on navigating the procurement process and strategies for growing their business into a competitive enterprise. The program operates under the auspices of the Department of Purchasing and Supply Management's (DPSM) Contract Division.