

# Procurement Workshop: Doing Business with the Government

*A Detailed-Step Approach to the Federal and Local Acquisition Marketplace  
for Minority- and Women-Owned Businesses*

**Saturday, August 23, 2008**

**Time:** Registration: 8:00 – 8:30 a.m.  
Workshops: 9:00 a.m. – 2:30 p.m.

**Location:** Louisiana State University Student Union (Atchafalaya Room)  
Located at the corner of Highland Rd. and Raphael Semmes Rd.  
Baton Rouge, LA 70803

**Produced by:** The Stephenson Entrepreneurship Institute  
at the LSU E. J. Ourso College of Business

**Cost:** Registration fee is \$45 per participant.

## Workshop Topics Include:

### *Certification Process*

- Why become certified?
- Who is eligible?
- Making the most out of your small business or Small Disadvantaged Business Status

### *Procurement System and Set-Asides Programs*

- The bidding process
- Contracting and sub-contracting process
- Learn how the government and big corporations buy

### *Contracting Basics*

- How to sell to the government or big corporations
- Where to look for contracting opportunities
- How to carry out a contract in a timely and effective manner

### *Doing Business with the State of Louisiana*

- Louisiana Economic Development Programs
- LA Small Entrepreneurship (Hudson Initiative) Program

## Key Speakers

Key speakers include representatives from Louisiana Economic Development, Louisiana Office of State Purchasing, Small Business Administration, Department of Transportation, and Department of Veteran Affairs.

Light refreshments will be served during the workshops and breaks, and lunch is also provided. Registration is required. Please call Loubna Bouamane at 225-578-7362 or e-mail [sei@lsu.edu](mailto:sei@lsu.edu) for more information.

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## Stephenson Entrepreneurship Institute

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