



Dear Chamber Member, Sir/Madam,

The American-Hellenic Chamber of Commerce, continuing its successful co-operation with the Association of the U.S. Army (AUSA) is pleased to announce the organization for first time in Thessaloniki of the one day **Seminar entitled "Doing Business with the U.S. Government"**.

The Seminar will be organized in co-operation with the Headquarters for the European Region of the Association of the United States Army and the General Directorate for Defense Investments and Armaments (GDDIA) of the Hellenic Ministry of National Defence **on April 7, 2017** at the Hellenic Armed Forces Officers' Club in Thessaloniki.

Seminar instructors:

- **Eric Lien**, President, Association of the United States Army, European Region
- **Roberto Tomaiuolo**, President, Association of the United States Army, Mediterranean Chapter

The number of participants at the seminar will not exceed the 25 persons and for this reason registrations will be made on a first come first served basis.

The seminar proceedings will be in English and there will be no translation. Each participant will receive a **"Certificate of Attendance"** signed by the instructors, after the end of the seminar.

Topics that will be covered are:

- Introduction to the 24/7/365 global world of government procurement
- Registering your company to do business with the U.S. government
- Finding opportunities and solicitations that are appropriate for you
- Preparing and submitting proposals
- SOW/PWS, program management, quality control and compliance
- Invoicing and Contract Manpower Reporting
- Set-Asides, Teaming, Partnering and more

Seminar cost is €350 per person and includes all course materials and includes all course materials and participation at the Coffee Breaks and Buffet Luncheon of the Seminar. Companies wishes to send additional persons to the seminar may purchase a block of three tickets for €700.

Please pay attention to the above description of the seminar, the seminar program and all informative material to determine how your company can best utilize this training opportunity. If you are interested in participating, please fill in the application form and return it to the Chamber **by March 24, 2017**. If you require additional information please call Mrs. Voula Tseritzoglou (210 699.3559 ext. 10).