



Association of the U.S. Army European Region Workshop

Introduction to Doing Business with the U.S. Government

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POC:

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Morning Program

Time	Topic	Method	Learning Objective
0900-0915	Registration		
0915-0930	Introduction Welcome Addresses	Questions	Get to Know Each Other
0930-1000	Introduction to U.S. government procurement	Presentation and discussion	Understanding the different aspects and areas of government business
1000-1045	Registering your company	Presentation and discussion	Understanding how to register as a prerequisite to submit any offers
1045-1115	Finding Opportunities for your company Nr1	Presentation and discussion	Understanding where to search for appropriate opportunities
1115-1130	Coffee Break		
1130-1215	Finding Opportunities for your company Nr2	Presentation and discussion	Understanding how to search for appropriate opportunities
1215-1315	Preparing and submitting offers	Presentation and Discussion	Understanding how to prepare and submit a proposal



Afternoon Program

Time	Topic	Method	Learning Objective
1315-1415	Lunch		
1415-1430	Quiz		
1430-1515	SOW, CQP, Program Mgt, Compliance	Presentation and discussion	Understanding the Process During Contract Performance
1515-1530	Invoicing, CMR, Out briefing	Presentation and discussion	Understanding the Process once Performance is Completed
1530-1545	Coffee Break		
1545-1730	Set-Asides, Teaming & More	Presentation and discussion	Expand General Understanding of Contracting
1730-1800	Review and Wrap Up	Open Discussion	Ensure holistic understanding of subject matter
