

**Presented by Southwest Region SBDC, Finger Lakes SBDC, & Niagara SBDC  
through the generosity of the Ralph C. Wilson, Jr. Foundation**

# S.C.O.P.E.

**Solutions for Contract Opportunities using Project Execute**

## About The Series


This 8 week program helps small business owners break into government and corporate contracting by simplifying a complex process. It provides essential knowledge, practical tools, and step-by-step guidance to overcome common contracting challenges. By program's end, participants gain a strong grasp of procurement processes and improved organizational readiness, positioning them for long-term growth and success in winning and delivering contracts.

## Cost

**Eight Session Series - \$40**

**Register at  
NiagaraSBDC.org  
or click or scan  
QR code**



 **(716) 210-2515**

 **[sbdc@niagaracc.suny.edu](mailto:sbdc@niagaracc.suny.edu)**

 **[NiagaraSBDC.org](http://NiagaraSBDC.org)**

## Location

**SUNY Niagara**

**3111 Saunders Settlement Road, Sanborn NY  
Learning Commons – FRCAE Conference Room  
Room D106 Suite**

## Dates

**Wednesday evenings**

**January 21 - March 11**

**6:00pm - 9:00pm**



**Back to Basics**

**1/21** Organizing to be prepared



**Strong Foundation**

**1/28** Creating a base to be successful



**Introduction to Contracting**

**2/4** What you need to know



**B2B Contracting**

**2/11** How to sell to other businesses



**Marketing**

**2/18** Create a strong promotional strategy



**Insurance & Lending**

**2/25** Key financial and insurance elements



**Presentations**

**3/4** Share your story



**Graduation**

**3/11** Invite your loved ones to celebrate!