

**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**



U.S. Small Business
Administration

**POWERED BY
(716) 210-2515**

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🌐 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!