Presented by Niagara SBDC through the generousity of the Ralph C. Wilson, Jr. Foundation

SCOPE

SOLUTIONS FOR CONTRACT OPPORTUNITIES USING PROJECT EXECUTE

About The Series

This 4 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

Registration

Click Here or Scan QR
To Register Questionnaire

(716) 210-2515

sbdc@niagaracc.suny.edu

NiagaraSBDC.org

Location

SUNY NIAGARA CAMPUS
3111 Saunders Settlement Rd, Sanborn, NY
Building E - Room E205

Dates

Monday & Thursday
Jan 4, 7, 11, 14, 21, 25 & 28 and
***Tuesday, Jan 19, 2027**
6:00pm - 9:00pm

Back to Basics
1/4 Organizing to be prepared

Strong Foundation
1/7 Creating a base to be successful

Introduction to Contracting
1/11 What you need to know

B2B Contracting
1/14 How to sell to other businesses

Marketing
***1/19** Create a strong promotional stategy

Insurance & Lending
1/21 Key financial and insurance elements

Presentations
1/25 Share your story

Graduation
1/28 Invite your loved ones to celebrate!

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