

FREE Small Business WEBINAR



[WEBINAR]

HOW TO WRITE TECHNICAL PROPOSALS

FROM A CONTRACTING OFFICER'S PERSPECTIVE!

A technical proposal is often used by the government as a determining factor in who is awarded a contract. Technical proposals can be difficult to navigate, understand and prepare for, due to broad and unstructured requirements. This two-part webinar will provide tips for success and examples of winning technical proposals.

In these webinars, we will tear apart pieces of a real proposal and evaluate – sharing ways to make your proposals stronger and thoughtfully written.

Presented by Norcal PTAC Procurement Specialist Mary Jo Juarez

Mary Jo Juarez has 20 years of experience as a former Contracting Officer for the Department of the Navy. She specializes in working with small businesses to help them understand and work through the maze of regulations and requirements in government contracting.

Part 1 Basic Proposal Review

Wed. February 26, 2020 | 10 AM - 11 AM

More Info & Registration
[technicalproposals_1.eventbrite.com](https://www.eventbrite.com/technicalproposals_1)

Part 2 Your Words Will Make or Break You

Wed. March 18, 2020 | 10 AM - 11 AM

More Info & Registration
[technicalproposals_2.eventbrite.com](https://www.eventbrite.com/technicalproposals_2)



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Reasonable accommodations for persons with disabilities will be made if requested at least two weeks in advance. Contact Kristina Kunkel at (707) 826-3922 or email kristina@norcalptac.org