

Business Matchmaking Development Workshop



SUPPLIER READINESS WORKSHOPS: Learn the Fundamentals for Winning Contracts



WHEN:

Admission to this event includes a **FREE** ticket to PROCON on September 25th, 2014

Thursday, June 12th — 8:00 a.m. - 5:00 p.m.

Friday, June 13th — 8:00 a.m. - 5:00 p.m.

WHERE:

Southern California Gas Company's
Energy Resource Center
9240 Firestone Blvd., Downey, CA 90241

REGISTRATION & PAYMENT:

Register online at www.abaoc.org
Forms of payment include online payment with credit cards, mail check to the office and cash at the door.

COST:

Early-bird online (by May 29th, 2014).. **\$99.**
After May 29th..... **\$125.**
At the door..... **\$149.**

CONTACT INFORMATION:

ABAOC Office Manager, Natasha Wiljakainen
officemanager@abaoc.org
2960 S. Daimler Street
Santa Ana, CA 92705
Tel: (949) 222-2291

Don't miss out on this
MUST ATTEND seminar!

Grow your company by doing business
with Fortune 1000 Corporations and
Government Agencies

SPONSORS



Business Matchmaking Development Workshop



Asian Business Association
Orange County

Business Matchmaking Development Workshop is designed for prime and subcontractors. The mission is to mitigate the pitfalls that curtail success by sharing key learning, processes, and steps that can be replicated and customized to fit a supplier's business model.

Join us and learn

HOW TO GET CONTRACTS WITH LARGE CORPORATIONS AND GOVERNMENT AGENCIES.

BMW offers the road map for doing business with large corporations and government agencies. BMW courses provide tools to ensure maximum benefits that fit with your business strategy.

Topics covered include:

- ▶ Certifications as a marketing tool
- ▶ Teaming criteria, choosing the "right" partners
- ▶ Developing award winning proposals
- ▶ Understanding the supply chain
- ▶ After award Performance

First Tier Supplier

graduates get an opportunity to meet with corporation procurement and government agencies.

Second Tier graduates

will be eligible to attend ABAOC MOCK "Business Matchmaking" Conference, where they will have an opportunity to sharpen their sales pitch and get feedback from our Corporate partners.

This event includes:

Corporate panels of corporate representatives from FORTUNE 1000 companies and municipalities, sharing business model successes.

- ▶ **Virtual Workshops** – Learn how to tailor your presentation and proposal writing to the RFP, adding value to the requestor's business and day to day operations.
- ▶ Preparing DBE/MBE/WBEs for prospect fact gathering to the contract debriefing and all phases in between.
- ▶ Cash flow & understanding why getting bankable before you need it is important.

Iris McCammon, BMW Chair
ABA-OC President
Founder of Quantum Leap

Emma Tiebens, BMW Co-Chair
Secretary of ABA-OC
TheRelationalMarketer.com

Tom Nguyen, Co-Chair
President Elect of ABA-OC
Partner of WinCorp Solutions