

Contracting 101



Thursday & Friday, July 23 & 24 | 10 – 11:30 a.m.

WEBINAR

Are you interested in contracting with the federal government, state of California, or local utilities but don't know where to start? This two-day webinar series is for you! By the end of this session, you will have a good understanding of what it means to be certified and how to begin the process of landing government contracts.

Class One | Thursday, July 23

- Contracting — What is it?
- Contracting terms and bid types
- Permits and licensing requirements/capacity
- Define your service/product

Class Two | Friday, July 24

- Identify your target market
- Know your industry codes
- Introduction to locating local bids
- Introduction to certifications



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