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[MICC Fort Gordon Acquisition Forecast Open House \[1\]](#)

On 06 Nov, 2014



[2]

Please click the image above to view the flyer and FBO announcement on the Fort Gordon MICC open house.

The Georgia Tech Procurement Assistance Center (GTPAC) would like to offer a few tips in order to increase your chance at success in attending the MICC open house.

They are as follows:

1. Prepare, and be ready to deliver, a 15 to 30-second "elevator speech" at the event.
2. Prepare and bring copies of a written "Capabilities Statement" summarizing the capabilities and

interests of your firm.

3. If applicable, bring copies of a "line card" or other 1-page briefing material on products and services offered.
4. Bring miscellaneous materials such as business cards for networking opportunities with MICC personnel, prime contractors and other vendors.
5. Be prepared to network with MICC officials and other vendors scheduled to be in attendance.
6. Before you attend, make sure your System Award Management (SAM) is complete and up-to-date. This is accessible to you at www.SAM.gov<<http://www.SAM.gov>>, using your DUNS and password. It is especially important that you complete the Dynamic Small Business Search (DSBS) profile inside SAM. Please be reminded that government contracting officials use this database to conduct market research and find individual vendors.

If you require assistance in developing or executing any of the foregoing suggestions, please contact Larry Blige, Procurement Counselor, at 912.963.2524 or larry.blige@innovate.gatech.edu.

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