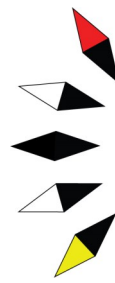




GOVOLOGY &



PEDCO PTAC

PONCA ECONOMIC DEVELOPMENT CORPORATION
PROCUREMENT TECHNICAL ASSISTANCE CENTER

This Procurement Technical Assistance Center is funded in part through a cooperative agreement with the Defense Logistics Agency.

present

Hunt, Fish, and Farm Your Way to GOVCON Success



Connecting with government buyers and program users at every level is challenging but not impossible. In this webinar, veteran and retired Federal Acquisition Executive William Randolph will share strategies, tactics, and tools that you can use to go to market in the new government contracting environment.

You will learn about a three-part strategy to connect with government buyers and end-users and find contracting opportunities. From finding your tribe online to attracting them to your online presence, this multi-tiered, holistic strategy will help you leave no stone unturned and no opportunity overlooked in the federal government contracting landscape. Learn to hunt, fish and farm the GOVCON way!

Target Audience: Companies pursuing government contracting opportunities

Date: July 14, 2021

Time: 12:00 pm—1:30 pm (CST)

Cost: Free to PEDCO PTAC clients (contact PEDCO PTAC for details)

Registration link: <https://govology.com/product/hunt-fish-and-farm-your-way-to-govcon-success/>

Presenter: William Randolph



In August 2016, William Randolph retired from the federal government with over 26 years of public service. After retirement, he joined the acquisition consulting firm ASI Government as an Acquisition Fellow, Senior Consultant, and Facilitator/Instructor. In 2019, William founded THINK Acquisition to focus on increasing the individual and team effectiveness of all participants (public and private) in government contracting in the areas of acquisition, contracting, program management, and leadership.