

Interested in learning how Delaware purchases products and services?
Interested in positioning your organization to do business with the State?

Attend **Vendor Day** and start building your strategy!

What to expect:

- ◆ Explanation of how the State purchases products and services
- ◆ Turning the State's transparent business intelligence into a competitive advantage
- ◆ Tips for developing a successful proposal
- ◆ The roles and responsibilities of the State's central contracting unit
- ◆ Avoiding a non-responsive or non-responsible proposal
- ◆ How to leverage the State's Supplier initiatives to increase your business

Wednesday December 11, 2013 from 8:30 a.m. – 1:00 p.m.
Dover, Delaware



Agenda

8:30 – 9:00 – Networking

9:00 – 10:15 – Understanding the State's procurement structure

10:15 – 10:30 - Break

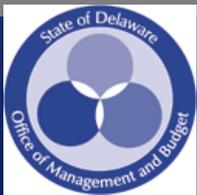
10:30 – 11:45 – Strategies for success / developing a compliant proposal

11:45 – 1:00 – Q&A period with State contracting personnel

Register Online!

<https://vendorday.eventbrite.com>

Call 302.857.4550 for information



OFFICE OF SUPPLIER
DIVERSITY



You must register to attend. Seating is limited