



Johnson Consulting Services LLC

www.detroitjcs.com

Alina J. Johnson CIO/Owner

Instructor: *Alina J. Johnson MSI*

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Title: **Certifications & Contracting**

Now: *At your time and choosing!*

Course Description:

This two-hour virtual course is intended for business owners who wish to acquire a basic understanding of the certification and contracting processes, including but not limited to definitions and terms; what is needed; registrations; numbers that are not financial; the capability statement; reading contracting search results; and becoming comfortable with the lingo of the procurement world. Further, you will learn about the many benefits of becoming (*woman-owned, veteran-owned, and disadvantaged*) a certified business owner as we discuss our backgrounds and business goals.

The principal objectives of this course are to provide the basic information needed to go out and begin contracting with the various levels of government and other entities that (sub)contract with small businesses like yours. In this course, you will learn where to search for more information than what can be provided in 2 hours, but also will be given resources to assist you as you complete your business certifications. We will also go to various websites and will be shown how to “read” through solicitations, and how to list your business as a subcontractor. The goal is to build a strong community of business owners who can support one another as we strengthen our businesses and bottom line.

If you are a veteran or a woman-owned business, then this class is for you. Even if you are neither, you will want to take this class to learn about the contracting and procurement world to gain insight and opportunities that enhance your business income streams, and to introduce you to another aspect of business ownership, by contracting with others for professional work. This course fills the gap between what the *PTACs offer and towards your business success in becoming a paid vendor, subcontractor, and/or minority business supplier.

*procurement technical assistance centers

Each course, \$497

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