

GPAC Credentials Program



Funded in part through a Cooperative Agreement with the U.S. Small Business Administration

About WBCNA

- WBCNA is a non-profit organization which began operations in 2003.
- Our mission is to help women and men who want to start or grow a business in North Alabama.
- While our focus is on women, our services are available to everyone.

What we do

- One-on-one, individualized business coaching
- Quality business training
- Networking opportunities, a ready-made network of contacts, and matchmaking
- Government procurement assistance
- SBIR proposal support and funding

What is GPAC?

- Coaching and training for existing and aspiring government contractors.
- From the nuts and bolts of getting started, to better utilizing GSA Schedules, to establishing a Board of Advisors, the WBCNA offers a broad range of services to meet the needs of small businesses.
- GPAC Business Coaches collectively have hundreds of years of experience.

What is the GPAC Credentials Program?

- A series of ten modules developed to help small businesses become better subcontractors and ultimately prime contractors.
- Overall Goal: Improving the likelihood of success in government contracting.

GPAC Credentials Program

- 12 Steps to Doing Business with the Government
- Capabilities Statement – the 10 Questions
- Certifications (WOSB, EDWOSB, 8a, HUBZone, etc.)
- Cost/Pricing
- Beginning Proposal/Capture Management
- GSA Schedules
- Mistakes to Avoid in Government Contracting
- Advanced Proposal/Capture Management
- Government Contractor Accounting
- Marketing to the Primes and the Federal Government

Schedule and Cost

- Begins March 6 and meets once a week for 10 weeks (2-4 hours each session)
- Chamber of Commerce of Huntsville/ Madison County (3rd floor)
- \$50 per class (\$60 at the door)
- Register for all 10 sessions and get one FREE
- Scholarships available to qualified clients

Sponsors

- **GPAC Presenting Sponsor**
 - **BID Designs**

- **GPAC Credentials Program Sponsors:**
 - **Teledyne Brown Engineering**
 - **Decosimo CPA Firm**
 - **Huntsville Advanced Defense Technology Cluster (HADTC)**

WBCNA Contact Info

www.wbcna.org

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