SAN DIEGO III-CONTRACTINE OFFOSTURETIES CENTER

SAN DIEGO CONTRACTING OPPORTUNITIES CENTER - PTAC

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EZGSA Attn Ms. Billye Roberts P.O. Box 30406 Bethesda, MD 20824

Dear Ms. Roberts:

Thank you for offering such exceptional government contracting training to the small businesses of San Diego.

One of my government contracting specialists, Mr. Tim Warren, who has over thirty years of government contracting experience, attended two EZGSA seminars last month. One was the "Introduction to GSA Schedules" and the other was "Ten Steps for Capturing Federal Government Marketshare."

Not only were they beneficial to the small businesses that attended, but were also applauded by Mr. Warren. The workshops provided many new and valuable insights and perspectives.

For example, in the GSA Schedules presentation, Mr. Orbach from EZGSA provided comprehensive explanations of how GSA advertises its schedules. He also gave excellent explanations of solicitation documents as well as GSA's award criteria.

In the "Ten Steps for Capturing Federal Government Marketshare" workshop, Mr. Kerkhoff, also from EZGSA, offered many very helpful practical tips on targeting specific federal agencies in addition to offering his techniques for locating their key decision makers.

We are grateful for the value of the training services that you provided to the small business community in San Diego. It is our pleasure to work in partnership with you in serving them, and we look forward to opportunities to recommend your services in the future.

Gunnar Schalin Program Director