

FOR IMMEDIATE RELEASE

DATE: March 16, 2009

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SMPS Hawaii March 25 Webinar Win Federal Contracts in an Uncertain Economy: SF330 Form Secrets to Getting Shortlisted

A brown bag webinar presentation for A/E firms thinking about getting into or currently involved in the government sector. Learn how to distinguish your SF330 Form from the competition and level the playing field to be awarded contracts

HONOLULU – The **Society for Marketing Professional Services (SMPS) Hawaii Chapter** announces its March Brown Bag lunch program titled “Win Federal Contracts in an Uncertain Economy: SF330 Form Secrets to Getting Shortlisted”.

The Federal Government is the world’s largest purchaser of A/E services. Even in a slowing economy, the Government can provide a steady stream of projects and revenue, making it an excellent client. Firms that don’t understand how the Government awards contracts or how to complete an SF330 will miss out on opportunities for stable work in uncertain times. Gain a better understanding of the complicated process by learning what you need to do in advance and how to interpret the form’s “General Instructions.”

The presenters for this previously recorded webinar presentation are Neal J. Couture, CPCM, Executive Director, National Contract Management Association with over 20 years in contract management and Cindy Sears-Clemmons, CPSM, Marketing Manager, Federal Management Group, Jacobs Carter Burgess. Cindy has extensive experience with the SF 330 and its predecessor, the SF 254/255, having made hundreds of submissions representing more than \$50 million in value.

Date: March 25, 2009 from 11:30am – 1:30pm at the Architects Hawaii ‘Aina Conference Room

Cost: \$10 for SMPS members, \$25 for non-members, \$40 at the door. AIA CES credits are available.

To Register Visit: www.smpshawaii.org or contact Terine Higa at terine@smpshawaii.org or 628-3580.

Founded in 1973, SMPS has more than 6,900 marketing and business development professionals from architectural, engineering, planning, interior design, construction, and specialty consulting firms located throughout the United States and Canada. The Society and its 53 chapters benefit from the support of 3,250 design and building firms, encompassing 80% of the Engineering News-Record Top 500 Design Firms and Top 400 Contractors. The mission of SMPS is to advocate for, educate, and connect leaders in the building industry.

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