



Expand Your Business Today: Develop Corporate and Government Purchasing Strategies

***Wednesday, July 15, 2009 • 8:00-11:00 AM
University Club
123 University Place, Pittsburgh, PA 15213***

Do you want to grow your business? Have you considered approaching large corporations or government agencies to sell your services or products but are unsure of who to contact or what forms will be needed? Are you lost in paperwork and need help navigating the system?

Navigating the purchasing systems of large corporations and government agencies can seem like a formidable task at times. Learn how your business can pursue contract opportunities with several local corporations and federal, state and local government agencies. This timely information and networking opportunity is a must for any small business owner.

Who Should Attend:

- **Business owners interested in doing business with large local corporations and government agencies**
- **Procurement managers**
- **Sales managers and sales associates**

Panel Facilitator: Ray Vargo, Director of the University of Pittsburgh SBDC

Panelists Include:

- Mike Soroka and Pam Pershing – Allegheny Energy
- Anthony Trona – Port Authority of Allegheny County
- George Matta – Rivers Casino
- Renee Galloway – University of Pittsburgh
- David Hargraves – University of Pittsburgh Medical Center
- Elizabeth Bowers – Pennsylvania Department of General Services
- Barbara Fisher – Small Business Administration Pittsburgh Office
- Kate Glodek – Government Agency Coordination Office at California University of Pennsylvania
- Christina Jumba – Diversity Business Resource Center

**Program fee is \$25 per person and includes all materials and continental breakfast.
Space is limited. Register: 412.648-1542 or ieeregistration@katz.pitt.edu.
Reservations are requested by Friday, July 10, 2009.**

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