



govConNet[★] INSTITUTE

Priming Companies for Growth

GovConNet Institute provides advanced training to Federal government contractors in the transitional stage with the real world tools and knowledge needed to succeed at the next level and increase owner value. The course is instructed by MCCC GovConNet expert professional service providers. Subject matter is geared for winning and profitably maintaining Federal government contracts. The Institute's 6 two-hour sessions are geared for companies meeting the following criteria:

1. **Must be C- Level executives***
2. **Must be in business for at least 4 years**
3. **Must have a minimum of 35 full-time employees**
4. **Must have a Federal government prime and/or sub-contract**
5. **Must have a minimum three year average of \$5M in receipts**

** Any C-level representative is welcome to attend (up to 2 representatives per company/per session). Attendance is mandatory. The company must attend a minimum of 5 sessions to receive certification. Failure to comply will result in termination from the Institute.*

These topics will assist small businesses to compete in a full and open marketplace:

- Contracting/Teaming Agreements/Joint Ventures
- Compliance and Systems Approvals
- Risk Management
- Labor and Employment Compliance
- Internal Controls
- Accounting/Develop Rates
- Financial Reporting
- Regulatory Requirements
- Marketing/Capture Strategies/Proposal Teams
- Indirect Rates and Competitiveness
- Exit Strategies and Owner Value

The Institute begins in February 2012 and will be held the following Fridays: February 3, 17, 24 & March 2, 16, 23.

Class size is limited to thirty-two companies.

Upon graduation, each company receives a GovConNet Institute Certificate of Excellence and logo for use in print and online collateral.

All sessions will be held from 7:30am-10am at:
Montgomery County Chamber of Commerce (MCCC) MyEyeDr. Boardroom
51 Monroe St., Suite 1800, Rockville, MD 20850

The GovConNet Institute is a benefit of MCCC membership for qualified government contractors.
 Non-member companies must join upon acceptance into the program.

[To register, CLICK HERE](#) or contact Barbara Ashe at 301-738-0015, x215 or bashe@mcccmd.com

