



Association of
Procurement Technical Assistance Centers

Call for Presentations
APTAC Spring 2013 Training Conference

Conference Theme: ***The Imperatives of Today's Public Contracting***

The Association of Procurement Technical Assistance Centers (APTAC) is holding its Spring Training Conference in Atlanta, GA from Sunday, April 21 through Thursday, April 25, 2013. Conference headquarters is the Hyatt Regency Atlanta, 265 Peachtree Street, NE, Atlanta, GA 30303.

Peachtree blossoms abound as we meet in the spring in the heart of the new South. Our conference represents the first major opportunity since the fall election season for government officials and experts to brief us on major initiatives already underway and planned for the next four years.

APTAC represents more than 92 procurement technical assistance centers (PTACs) across the country. In turn, PTACs work with tens of thousands of businesses, providing them daily with insights and counseling on how to best identify, compete for and win government contracts. The long-standing challenge for PTACs is finding ways to deliver more service, reach more business clients, and contribute to their increased success. In order to succeed, PTACs want and need up-to-the-minute information about changes in government regulations, policies and initiatives. ***In order for PTACs to continue to contribute to the recovery of our nation's economy, PTACs need to be laser-focused on the imperatives of today's public contracting.***

That's why we are seeking speakers and presenters for our Spring 2013 Training Conference who can deliver the latest news and how-to's concerning government contracting. We seek to focus on topics that deal with policy, regulatory and programmatic changes that we can translate into advice to the businesses we serve. We seek practical tips, techniques and resources that will assist PTAC counselors guide their clients to a heightened understanding of public contracting's imperatives.

APTAC is now accepting ***presentation proposals*** from engaging and experienced experts in each of the following topical areas:

- New policy developments affecting government contracting
- Today's challenges facing small businesses in pursuit of government contracts
- Legal developments in the government contracting arena
- Socio-economic certification programs and their impact on small business contracting
- The impact of Federal spending cuts on contracting
- New trends in government spending at the federal, state and local levels
- How to counsel clients to succeed in a new era
- Bid protests and their effect on the marketplace
- The realities of today's government acquisition professional
- What bidders can do to make the government's job easier

- What government can do to make the job of the bidder easier
- ***Open submittal – related topics***

Note that there is a single optional workshop scheduled on Sunday, April 21st from 1 until 5 p.m. Thus, we also are looking for an engaging and comprehensive presentation in that time slot on a topic that is complimentary to the conference's overall theme.

Presentations' length: 1.5 hours, including time for questions and answers. Selected presentations will be offered twice, typically back to back, to allow conferees to attend all sessions.

Audience: The members of APTAC are an elite corps of individuals who provide training, counseling and technical assistance to businesses interested in selling products/services to the public sector. APTAC members work with businesses to identify opportunities, provide training on a broad array of topics related to government procurement, as well as providing technical assistance related to government programs and acquisition. The goal of this conference is to provide APTAC members practical tools, techniques and resources that can be directly used to guide businesses in understanding how to meet the government sector's responsiveness standards and thereby become more successful in the government marketplace. Attendance at the Spring Training Conference is estimated at 265 or more.

If you are interested in speaking/presenting at APTAC's Spring 2013 Training Conference, please provide the following information **not later than Friday, December 14, 2012:**

- Session Topic you would like to present (in any of the specified topical areas or on a topic related to the conference's overall theme).
- Proposed Session Description (200 words or less).
- Brief Statement about how you will make your proposed topic relevant to the APTAC audience, including FAR references where applicable.
- Brief resume highlighting experience and background related to the topic.
- Name, Title, and Organization, e-mail address.

Your information should be addressed jointly to the following persons:

APTAC Spring Training Conference Management:

Ms. Becky Peterson
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And

APTAC Vice President for Education:

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