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Local consultant assists small business owners in procuring government contracts.

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On Sept 15, the Networking MFG group held its monthly forum and networking session in Lawrenceville. This month's forum featured a presentation on government awarded contracts with an emphasis on understanding the framework of how small businesses can procure contracts with Federal, State, and Municipal agencies.

The event was sponsored by ModernTech Mechanical, the Southeast's leading value-added reseller of Engineering Technology and Solidworks 3D CAD software for manufacturers, engineers, and designers. Jason Moss, sales executive for ModernTech, spoke about the array of solutions ModernTech provides to help your company design better products faster than your competition. "Solidworks 3D CAD software has become the world-wide industry leader in engineering and design software," said Moss. Moss cited examples of how Solidworks and Z Corporation 3D Printers and 3D Scanners produce better, and more cost-effective products by designing, testing, and validating your products prior to manufacturing. Moss invited the group to their "What's New in Solidworks 2010" event. The event is open to the public and is scheduled October 14, 15, and 16, each at three locations around the Atlanta metro area. ModernTech's Steve Brown will demonstrate the software and answer questions while attendees enjoy a complimentary breakfast. To register for the event, visit www.moderntechmech.com or call Jason directly at 678-896-9312 to setup an appointment for a personal demonstration.

This month's featured speaker was Dannie E. James, Sr., president of Government Business Consultants, Inc. (GBC). GBC specializes in assisting companies of all sizes in procuring government contracts. James' expertise in government contracting spans over two decades and includes an extensive career as a Contracting Officer for the United States Army and an Educator with the Georgia Tech Procurement Assistance Center. James' passion in his work led him to start a consulting firm, the JE Group in 2004. In 2008 JE Group partnered with GBC to begin assisting local businesses to understand the framework of government contracting and

help them win contracts from the billions of dollars budgeted by the US Federal, State, and Municipal governments every year.

James said that the government's needs are more diverse than just about any other entity and that 23% of all government contracts are required to be awarded to small businesses. James cited examples of million dollar contracts that are awarded annually for everything from aircraft simulators to dog food. James explained how that diversity allows for opportunities within the small business community and emphasized that the government sometimes has a hard time finding a business that can meet all of their unique requirements. "The money has to be spent," said James. "The government has a problem. It's up to you to provide a solution."

James concluded his presentation by answering questions from the keen-eared group of manufacturers and engineers and welcomed them to setup an assessment conference to see what facet of government contracting might be the best fit for them. For more information about GBC and government contracting, visit www.GovBiz.us. You can also email James directly at djames@GovBiz.us or call 404-252-5551.

Networking MFG was founded by Jason Moss, a local sales executive, to promote interaction between Gwinnett based manufacturers, engineers, and related service providers. Networking MFG is unique from other networking groups in that it targets manufacturing related businesses exclusively. The group meets on the third Tuesday of each month and includes a presentation by guest speakers and a forum for attendees to introduce themselves. Event sponsorship opportunities allow guests to make a brief sales-based presentation and include website and news column exposure.

The next meeting is scheduled for Tuesday October 20 from 4-6 pm at the Homewood Suites on Sugarloaf Parkway in Lawrenceville. Visit www.networkingmfg.com to register for the event, view notes from previous meetings, find other members and learn more about sponsorship opportunities.

For more information call Steve Frank - 678-910-2354 or Jason Moss – 678-896-9312
or visit <http://www.NetworkingMFG.com>
