One way to scale your business is through bidding on and winning business with public agencies. The City and State of NY, many large corporations and even midsized organizations will offer your company the opportunity to bid on a Request for Proposal. This session will give you a basic framework to decide if you should spend your company’s time and money to develop the proposal. And once in the proposal stage, how to match your strengths to the RFP requirement, and win!

This Basic 102 seminar will help increase your knowledge of key IT business essentials such as:

- **Benefits of Online Banking and your Business Account**
  by Luis Gavilanes and Rosa Dias
  Business Banking Division
  JP Morgan Chase

- **Technology & Your Business: IT Essentials**
  by Alberto F. Villate
  Deputy CIO Westchester County Department of Information Technology

- **Setting your business up for Credit Card charges**
  by Joshua vasbinder
  Managing Partner
  Universal Processing

- **What is broadband and how high-speed can benefit small businesses**
  by Denis Byrne
  Commercial Sales Manager
  Time Warner Cable

- **How to search, identify and answer RFP’s and Grants for your business**
  by Jane E. Graver
  President
  Ducks in Row Inc.

Register at EventBrite

October 21, 2015
9:00AM - 12:30PM

LaGuardia Community College
31-10 Thomson Avenue Room: E242
LIC, New York 11101