

Government Contracting

Experience:

Georgia Tech Procurement
Assistance Center

Highlights:

Government Contracting
Workshops

Government Contracting
Procurement Counseling

Business Development
Assistance



Lemongrass Consulting is led by Clovia Hamilton who has experience with teaching all about Government Contracting. Clovia worked primarily in government as a civilian for nearly 30 years. Clovia has served as a project and program manager and sourced consultants and product suppliers. She has served on selection committees and is very familiar with government contracting.

The courses Clovia teaches include:

- Fundamentals of Working with the Government
 - Vendor Registrations
 - Vendor Small Business Certifications
 - SBA 8a business development program
 - SBA Hubzone program
 - SBA WOSB/ EDWOSB programs
 - SDVOSB program
- Introduction to Government Contracting
 - Federal Central Contracting Registration (CCR)
 - SBA Dynamic Small Business Search profiles
- Preparing Successful Bids and Proposals
- Surety Bonding
- Marketing to the Government
 - Marketing Plans
 - Capability Statements
 - Elevator Pitches
 - Promo materials, PR, advertising, social media
- Contract Law
- Subcontracting to Primes
 - Finding Primes
 - Networking
 - Teaming Agreements
 - Mentor Protégé Agreements
- Business Planning, Development, and Management
- General Service Administration (GSA) Schedule Contracting

Clovia also manages the City of Albany and Dougherty County's Small Business Programs which includes certifying businesses in southwest Georgia that are eligible for small business government contract set-asides.