



## Be More Successful When Bidding in the Local Government Arena

Inland Empire Utilities Agency invites you to attend:

### **Successful Strategies for Public Sector Procurement and Contracting**

**Thursday, December 3, 2009**

**9:30 - 11:30 AM, Goods and Commodities**

**1:00 - 3:00 PM, Services and Consulting**

Inland Empire Utilities Agency  
6075 Kimball Avenue, Bldg "B" Event Center  
Chino, CA 91708

IEUA is offering a one day, two-session, training opportunity focused on "Successful Strategies for Public Sector Procurement and Contracting." You may attend either or both of the sessions. The event will provide technical assistance along with instructor presentation and curriculum handouts.

<b>Morning Session – Goods</b>	<b>Afternoon Session – Services and Consulting</b>
How to do Business with IEUA	How to do Business with IEUA
Participating in E-commerce With IEUA	Participating in E-commerce with IEUA
Purchasing Ordinance Update	Contract Proposals
Network Purchasing Demonstration	Contract Management
Goods Purchasing Related Topics – Green Purchasing	Service and Consulting Related Topics

This event will prepare local business owners to be more successful in the public sector. Our goal is not to teach business owners how to operate their business, but to provide market penetration strategies that if applied, can result in improved success in the public sector, with water districts, and area cities.

\*Please RSVP to Torres Waters-Leiva at 909-993-1777 or [tleiva@ieua.org](mailto:tleiva@ieua.org) prior to Nov. 23<sup>rd</sup> or to Harlan Delzer at 909-993-1707 or [hdelzer@ieua.org](mailto:hdelzer@ieua.org) no later than Dec 2nd.