

Presented by: The  
Government Contract  
Assistance Program  
(GCAP)



### Date, Time, & Location

- Tuesday,
- May 11, 2021
- 10:00—11:00 AM
- EVENT WILL BE HELD VIRTUALLY VIA ZOOM
- Advanced registration is required—[Click Here](#)
- Preregistration is required, the ZOOM link will be emailed to you at least one day before the training.

### Questions?

Please contact:  
Rick Evans  
revans@gcap.org

Go to our website at:  
[www.gcap.org](http://www.gcap.org) to register  
and find other training

# Responding to an RFP and Proposal Strategies

**Do you understand the major components of an RFP, how to discover differentiators, and create a winning strategy?**



This workshop will provide an overview of the major components of an RFP.

We will discuss how winning proposals are more than just compliant.

Participants will learn how to use the RFP to develop their company differentiators.

We will then create a strategy for both compliance and how to set your business apart from the competition...a winning strategy.

This is a no-cost (FREE) workshop. Registration in advance secures you space in this workshop—[REGISTER HERE](#).

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## Who is GCAP?

GCAP is Oregon's Procurement Technical Assistance Center (PTAC). GCAP has 30 years of success providing assistance services to Oregon businesses,

including training and counseling in marketing goods and services to federal, state, and local government agencies. GCAP provides support to new, growing, and well-established businesses

pursuing government contracting. Whether you are experienced or just starting out, GCAP is available to assist you and your business... for free!

***This Procurement Technical Assistance Center (PTAC) is funded in part through a cooperative agreement with the Defense Logistics Agency (DLA)***