

Hudson County Office of Minority and Women Business Enterprise  
in Partnership with Hudson County Community College  
Center for Business & Industry present

# Ready, Set, Grow!

## How to Get Your Business in Shape for Procurement and Contracting Opportunities



The **FREE** 39-hour course will be held Saturday mornings, September 19<sup>th</sup>  
through December 12<sup>th</sup> at Hudson County Community College  
Culinary Conference Center in Jersey City, NJ

Make sure your business has the technology, credentialing and financing know-how needed for state and local government and public procurement opportunities and contracts. Attend this special course for businesses in operation for 2-3 years with annual revenues of \$250,000 or more.

The course includes three modules ...

- **Technology** — develop an understanding of the importance of technology in your business, the resources available, and how to utilize technology more effectively; learn about “tech talk,” and assessing and utilizing technology in one’s business and as a part of one’s own skill set.
- **Procurement** — learn how to use certifications as a marketing tool in selling to government and public organizations, learn about the different types of certifications, complete the online SBE registration and the M/WBE certification application, and learn to use the Web to identify and compete for procurement opportunities.
- **Access to Capital** — find out how to generate the financial “fuel” to run a successful business; learn the basics of qualifying for and accessing capital, managing one’s finances and operations, and understanding financial assumptions to build cash flow and support a growth plan.

**Only 25 slots are available for the course. Registration and completing a pre-course survey is a must, so log onto [www.hudsoncountynj.org/about-omwbe](http://www.hudsoncountynj.org/about-omwbe), or phone 201-369-4300 today for complete information.**



Hudson County  
OMWBE

Hudson County Executive Tom DeGise &  
The Board of Chosen Freeholders

Office of Minority and Women Business Enterprise

