

# Increase Profits - Sell to the Government!

Hosted by the Office of State Representative Hubert Vo & Co-Hosted by...

# GOVERNMENT PROCUREMENT WORKSHOP

THURSDAY  
**SEPT 27**

Alief Admin - Board Room  
4250 Cook Road | Houston, TX 77072  
Meet & Greet 8 – 9 am | Forum 9 -12 pm



International  
District  
[IMDHouston.org](http://IMDHouston.org)

*Strategically Located,  
Globally Positioned*

## Guest Speakers

### HOW TO DO BUSINESS WITH TXDOT

*Alta Alexander, Business Program Specialist*

### HOW TO BID FOR STATE CONTRACTS

*Brian Hohle, Letting Management Supervisor*

A three-hour workshop for small business owners looking to increase their profits by selling their goods and services to the state government. Experts will provide in-depth information about the procurement processes used by state purchasers, such as state agencies, the City of Houston and local universities. They will provide marketing tips and resources used by successful small businesses, as well as common mistakes to avoid. Finally, they will explain the statewide Historically Underutilized Business (HUB) Program certification, which assists minority and women-owned businesses through the state's procurement process.

COME READY TO ASK QUESTIONS.

*For more information please contact:*

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