

NAVIGATING AND WINNING IN THE FEDERAL MARKETPLACE

WEDNESDAY, SEPTEMBER 30

10:00 AM - 11:30 AM PACIFIC | VIRTUAL



REGISTER

Members \$75
Nonmembers \$125

Attend This Course to Learn:

- How to find and target agencies in SAM
- Searches, identifying, and tracking opportunities
- Incumbents and their task orders
- Tracking software services
- Just showing up (SAME, NAVFAC, BOOHs, Industry Days/Reverse Industry Days)
- Capability Briefings
- Government Agency Structures, Geography, Discipline/Mission Focus
- MATOC, SATOC, OTA, IDIQ, Oh My!

Martin has over 30 years of professional geology and geotechnical engineering experience. He provides geotechnical design and project management services for transportation, flood reduction, water and wastewater storage, and rail projects and is MGE's director of business development.

Since joining MGE in 2018, Martin has led business development efforts in the federal contracting market for MGE and has successfully won contracts as a prime consultant or in Joint Venture Partnerships with over \$1 billion in shared IDIQ capacity. Martin has worked on federal contract task orders since 1999 for the US Army Corps of Engineers, US Forest Service, FHWA Central Federal Lands. US Fish and Wildlife Service, and US Bureau of Reclamation.



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