



Small Business  
Development Center  
UNIVERSITY OF GEORGIA



*DeKalb County*

# SUPPLIER DEVELOPMENT ACADEMY

This five-module program aims to assist small businesses in developing their capabilities as they prepare for participation in the DeKalb County Government procurement process and the Local Small Business Enterprise certification process. In addition to offering insights into the County's procurement process, including the Local Small Business Enterprise Certification (LSBE) program, this supplier development program will provide training on essential business topics such as human resources, insurance, bonding, working capital, supplier registration, certifications, and financial management.

In Partnership with:



## LEARN HOW TO:

- Register your company with DeKalb County Government and certify your company as a Local Small Business Enterprise (LSBE).
- Understand financial implications for project execution, and acquire and maintain contracts.
- Build your Marketing Strategy.
- Build the core business infrastructure, and deliver your value proposition.
- Position your business through strategic business development and networking.

**APPLY TODAY!**

[ugasbdc.training/suppliers](https://ugasbdc.training/suppliers)



**THURSDAYS:**  
**10/2, 10/9, 10/16,**  
**10/23 & 10/30**  
9:00 a.m. - 12:00 p.m.



**Century Center Office  
Parkway**  
2800 Century Parkway, flr1  
Atlanta, GA 30345

**No Cost  
Program**

Funded through a cooperative agreement with the U.S. Small Business Administration. All programs of the UGA SBDC are open to the public on a non-discriminatory basis. Reasonable accommodations for persons with disabilities will be made if requested at least two weeks in advance. **Contact Eleana Reyes** [ereyes@georgiasbdc.org](mailto:ereyes@georgiasbdc.org) or call 404-282-8937.