

**FedSources & Lohfeld Consulting Group Announce:
Capture Management Training Seminar**



10 step capture management seminar covering everything from identifying and qualifying new business opportunities, to conducting capture reviews and managing the entire capture process. This is a LIMITED CAPACITY event - prompt registration is encouraged.



Featuring
Robert Lohfeld
President and CEO
Lohfeld Consulting Group, Inc.

Bob Lohfeld has more than 30 years' experience in corporate management with firms serving the government market and he is consistently recognized for leadership in business development, capture management and creating winning proposals in the government. He serves on the Board of Directors for the Association for Proposal Management Professionals (APMP National Capital Area) and is past Chairman of the Industry Advisory Council (IAC), Vice Chairman of the Technology Council of Maryland (TCM), and board member of AFCEA and GEIA. Prior to forming Lohfeld Consulting Group, Bob served as division President at Lockheed Martin, Vice President Lockheed Martin Information Technology, Senior Vice President at OAO Corp., and held technical management positions at Computer Sciences Corp. (CSC) and Fairchild Industries. He is a three-time winner of Federal Computer Week's Federal 100 Awards (1997, 1998, 1999).

WHEN:
Tuesday, February 9, 2009
8:00 AM - 4:00 PM

WHERE:
FedSources
8400 Westpark Drive
10th Floor
McLean, VA 22102
(703) 610-8700

REGISTRATION FEE:
Clients \$550
Non Clients \$695

Free Parking for Event Attendees

REGISTER ONLINE NOW:



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| 8:00 - 8:30 AM | Registration |
| 8:30 - 9:00 AM | Welcome and Breakfast |
| 9:00 - 10:30 AM | Understanding the Business Development Life Cycle Identifying and Qualifying New Business Opportunities |
| 10:30 - 10:45 AM | Break |
| 10:45 - 12:00 PM | Developing Your Capture Plan STEP 1 - Becoming a Capture Manager and Forming Your Capture Team STEP 2 - Understanding and Influencing Requirements |
| 12:00 - 12:30 PM | Networking Luncheon |
| 12:30 - 2:00 PM | STEP 3 - Developing Your Solution STEP 4 - Positioning Your Company to Win STEP 5 - Assessing the Competition |
| 2:00 - 2:10 PM | Break |
| 2:10 - 4:00 PM | STEP 6 - Developing Your Win Strategies STEP 7 - Using Teaming Strategies STEP 8 - Setting the Price to Win STEP 9 - Assessing Risk STEP 10 - Conducting Capture Reviews and Managing the Capture Process |
| 4:00 PM | Seminar Concludes |