



UNLOCKING OPPORTUNITIES: **EMPOWERING** SMALL BUSINESSES FOR GROWTH

In today's competitive engineering landscape, small engineering companies often find themselves facing significant challenges in accessing new markets, resources, and opportunities. However, partnering with a larger company can be a game-changer for your business. It takes a whole village to design and build a public works project. Public sector projects require multiple companies coming together to pursue work as a team.

- **Are you prepared?**
- **What are firms looking for from their DBE participants?**
- **What gaps are missing in your offering to be a teaming partner?**



MAY 21



2:30 PM



Webinar Via Zoom



TOPICS AND PANELISTS



PREPARE

Gaps in software training and certification

Jennifer Basset-Hales, Jacobs



NETWORK

Strategies for marketing and networking, considering delivery models

Sherry Harris, Ergosync Engineering



DEVELOP

Managing your client relationships

Phoebe Hyun, HNTB



GROW

Scaling for growth goals

Alison Tierney, WSP

Register Online: www.acec-wa.org