

1) Register with the Florida State Agency Contracting Offices

Go to www.myflorida.com

Click on Government

Click on State Purchasing

Click on Agency Purchasing Offices

Market the 45 FL state agencies

2) Consider marketing to the Florida state agency contracting offices for opportunities.

Action Plan

- 1) Develop a one page capability statement for your product or service
- 2) Identify your company name, phone, fax, email and point of contact
- 3) Identify you take credit cards
- 4) Mail/fax/email the letter to the attention of the contracting officer/program manager
- 5) Follow-up with a phone call within 1-2 weeks after the mailing
- 6) Follow-up every 6 months

We wish you continued success!



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