

The Procurement Playbook:

A HANDS-ON WORKSHOP FOR WINNING CONTRACTS

The Greater Buffalo SBDC is proud to present this interactive workshop designed to help small businesses navigate procurement opportunities. Whether you're new to contracting or looking to better position your business for government and large-scale opportunities, this session delivers practical insight, strategic guidance, and actionable next steps.



GUEST SPEAKER: **Ms. Twyla Garrett**

President and Founder of the **IMPACT League | IMPACT Ready**

Twyla N. Garrett is an honored entrepreneur, bestselling author, change-making developer, sought-after keynote speaker, and consultant in the procurement field. Twyla is deeply committed to mentoring aspiring entrepreneurs and advocating for diversity and inclusion within the construction and security sectors. Through her impactful speaking engagements, consulting services, and advocacy efforts, she continues to inspire positive change and drive progress in her fields of expertise.

PROGRAM OUTCOMES:

- Effective ways to grow a small business through procurement opportunities
- Build and leverage strong procurement relationships
- Subcontracting as a strategic growth tool
- Build the right team to compete and win contracts
- Preparation work required before pursuing contracts
- Creative approaches to positioning your business competitively
- Increase credibility through past performance

THURSDAY, MAY 28TH 2026

Program Schedule: 4:30 pm Networking | Training 5:00 pm to 7:30 pm

Location: Buffalo State University

Jacqueline Vito LoRusso Alumni & Visitor Center

667 Grant St, Buffalo, NY 14213

Registration Fee: \$20.00



Scan or Click Here to Register!



Contact **Mr. Donald Williams** at **716 878-4030** or **williada05@buffalostate.edu** with any questions or concerns.

Mail check payable to *Research Foundation* to: SUNY Buffalo State, SBDC, 1300 Elmwood Avenue, Cleveland Hall Room 206, Buffalo, NY 14222.