

Space Coast Townhall for Technologists @ NCSBI

Negotiation Tactics for Winning Contracts with Big Business

**Guest Speaker: Douglas Knowlton, Operations Director
L3 Communications, Titan Corporation
Enterprise Geospatial Service**

Date:
Wednesday
May 10th

Time:
5:00-7:00 pm

Location:
Florida Tech

150 W. University Blvd.
7th Floor Crawford
Science Tower
Melbourne, FL 32901

We are pleased to have Douglas Knowlton, Operations Director of L3 Communications, Titan Corporation's Enterprise Geospatial Service join us for May's Space Coast Townhall for Technologists meeting. Mr. Knowlton will discuss L3's local operations as well as negotiation tactics for winning contracts with big business.

The Space Coast Townhall for Technologists is a network of support for Space Coast area small businesses that are focused on engineering and technology solutions. The goal of the network is to guide and support building relationships within our network as well as with Prime Contractors and Government Officials. Space Coast Townhall for Technologists is proudly sponsored by the National Center for Small Business Information at Florida Institute of Technology.

The theme of our activities will focus on the issues affecting engineering and technology small businesses such as Intellectual Property Rights, International Traffic in Arms Regulations (ITAR), Marketing Technology, and Business Opportunities as well as other pertinent topics.

RSVP Contacts:

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Guest Speaker:

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