



# Your Capture Process May Be Missing Critical Pieces!

## CAI/SISCO Professional Development Seminars 2012 Q1/Q2 Public Seminar Schedule

|   |                                 |
|---|---------------------------------|
| The Bidder's Guide to Competitive Intelligence (CI) / Competitive Analysis (CA) | January 11 - Reston, VA – 1-day |
| How to Do Competitive Analysis & Price To Win (PTW)                             | January 12 - Reston, VA – 1-day |
| Strategic Bid Pricing   | January 13 - Reston, VA – ½-day |
| Positioning to Win: The 4 Cs of Capture   | January 19 - Reston, VA – 1-day |
| How to Do Competitive Analysis & Price To Win (PTW)                             | March 08 - Reston, VA – 1-day   |
| Strategic Bid Pricing   | March 09 - Reston, VA – ½-day   |
| The Bidder's Guide to Competitive Intelligence (CI) / Competitive Analysis (CA) | March 21 - Reston, VA – 1-day   |
| Positioning to Win: The 4 Cs of Capture   | March 29 - Reston, VA – 1-day   |
| Positioning to Win: The 4 Cs of Capture   | May 17 - Reston, VA – 1-day     |
| The Bidder's Guide to Competitive Intelligence (CI) / Competitive Analysis (CA) | May 23 - Reston, VA – 1-day     |
| How to Do Competitive Analysis & Price To Win (PTW)                             | May 24 - Reston, VA – 1-day     |
| Strategic Bid Pricing   | May 25 - Reston, VA – ½-day     |

To receive a seminar outline, pricing details and a registration form for the professional development seminars listed above, or to enquire about holding a private seminar at a location of your choice, contact Mark Constable, Training Director at [mconstable@caisisco.com](mailto:mconstable@caisisco.com) or call (240) 575 3560



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