



Committee 2015 - 2017

# SOCIETY OF INDO AMERICAN ENGINEERS AND ARCHITECTS

A not-for-profit professional organization

IS PROUD TO PRESENT A SEMINAR ON

## Getting Certified as an M/W/DBE and Doing Business with the City/State



Duration: 2 hours

**Presenter:** **Maddie Chandran**, MBA, LEED AP, Managing Partner  
r6catalyst, LLC

### Overview:

Ms. Chandran will provide an overview of public sector processes and policies designed to help new and small business enterprises, including the certification and benefits behind the M/W/DBE certification program.

### Learning Objectives:

NYS recently increased its goal for minority-and-women-owned business enterprises (MWBE) state contracting utilization to 30 percent. What does this mean for your business? Do you know which application options are applicable to your firm?

Doing business in the public sector entails a very different set of techniques and responsibilities than selling business to business (B2B). Specific processes, politics and policies all add to the challenge. This seminar is designed to help new and small businesses understand how the government buys goods and services, what does the government buy. The seminar also provides an overview of public sector contracting methods and essential requirements. It describes assistance programs, explores prime and subcontracting opportunities, government relations, navigation and benefits of the NYS and NYC MWBE process and certification, etc., all designed to be able to get results.

**Date and Time:** **May 18, 2016 at 6:00 P.M.**

**Place** Superstructure Auditorium, 32 Avenue of Americas (AT&T Building), 13<sup>th</sup> Floor, New York, NY 10013  
Directions – A,C & E Trains to Canal Street  
Dinner will be served

This seminar is organized by the Society of Indo-American Engineers and Architects (A Not-for-Profit Organization) for the benefit of all engineers, architects, planners, contractors and developers. Seats are limited.

**RSVP by May 13<sup>th</sup>, 2016. To register go to SIAEA web site [www.siaeany.org](http://www.siaeany.org) and click on the subject event under Upcoming Events.**

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