



## MASTERING THE PURCHASING MAZE

*A Reverse Procurement Fair for  
Harford County Public Schools and Harford County Government*

**Tuesday, June 10, 2014**

**7:30 – 10:00 a.m.**

**Richlin Ballroom, Van Bibber Road, Edgewood, MD**

All business owners are interested in opportunities to grow their company and generate revenue. Sometimes it takes just the right connection to make that happen. "Mastering the Purchasing Maze" provides you an opportunity to meet school leaders, county representatives and procurement officials from numerous areas within Harford County Public Schools (HCPS) and Harford County Government. This unique program is presented by the Greater Excellence in Education Foundation (GEEF).

### WHY IS THIS EVENT IMPORTANT TO YOUR BUSINESS?

You will learn who the right people are to do business with for the products and services you want to sell. You can ask important questions and find out what Harford County Public Schools and Harford County Government are looking to buy in the upcoming year and what you need to do to qualify. The event will also provide current information on new standards and provide you with information to improve your bids and proposals.

- Make all the right face to face contacts in one morning
- Receive contact information for buyers and contracting officers
- Meet companies that could potentially become your partner in preparing bid proposals

### SCHEDULE OF EVENTS

We will begin with a hot breakfast, followed by presentations by Mrs. Barbara Canavan, *HCPS Superintendent of Schools*, and Mr. Joe Licata, *Chief of Administration*. Following that, Harford County Public Schools and Harford County Government officials will be available for approximately two hours for an opportunity to talk one on one with you.

### WHO WILL BE IN ATTENDANCE?

**ALL of these areas will be available**

Purchasing	Facilities Management	Food and Nutrition
Planning and Construction	Technology	Minority Business Enterprise
Physical Education and Athletics	Music	Textbooks/Instructional Materials
Career and Technical Education	Safety and Security	Parks and Recreation
Consulting Services	Department of Public Works	Procurement
(Architects, Engineering, Construction Managers, etc.)	Information, Communication, Technology	

Register online at [www.geefinc.com](http://www.geefinc.com) or complete and return the enclosed registration form by May 28. Take advantage of early bird registration by May 14 and save. See the enclosed registration card for details. You can contact Deb Merlock with any questions at [geefinc@gmail.com](mailto:geefinc@gmail.com). We look forward to meeting you and sharing stories on how together we can provide exceptional educational opportunities for the students of Harford County Public Schools.

Debora Gavin Merlock  
*President*  
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Barbara P. Canavan  
*Superintendent*  
Harford County Public Schools

Deborah L. Henderson  
*Director, Procurement*  
Harford County Government