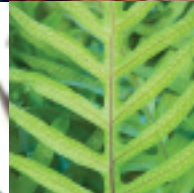


# The Government Contractor Certificate™ (GCC)



Designed specifically for contractors and suppliers who desire a greater awareness and understanding of public procurement processes and the government purchasing environment.



***“The GCC program gave a new and deeper perspective [of government contracting] to even our most seasoned government sales professionals.”***

**Frank Carroll, Manager**  
*State AEs, Canon USA, Inc.*

## *Think government procurement is all about price?*

*It's rarely that simple.* Each day, government contracting officers must meet the many and sometimes conflicting needs of their community and its political leaders, internal customers and their bosses. They must be sensitive to budget restrictions while soliciting and awarding contracts in a manner compliant with all local, state and federal statutes, *and* do so while acting according to the highest standards of ethical practice.

It can be a tenuous balancing act.



*“The GCC program has allowed me to more effectively respond to bids, work through the purchasing process and ask the right questions of my contacts.”*

Pete Whitacre, CSE  
The Toro Company

# The GCC Curriculum

Achieving the GCC requires successful completion of four core courses and one elective course.

## Core Courses

- Introduction & Concepts of Public Procurement
- Legal Aspects of Public Purchasing
- Sourcing: Solicitation, Evaluation and Contract Award in the Public Sector
- Contract Administration for Suppliers

## Elective Courses (choose one)

- The Business of Government Sales: What Makes It So Different?
- The Request for Proposal Process - From Both Sides

All courses are taught by current, certified public procurement professionals.

GCC courses are offered across the country throughout the year. Complete course descriptions, schedules and locations are available at [www.nigp.org/GCC](http://www.nigp.org/GCC).

Courses can also be held at your facility or a location convenient for you. To schedule a GCC course or series of classes for your organization's sales and marketing teams, please contact our **GCC Event Coordinator** at **800-367-6447 x248** or [gcc@nigp.org](mailto:gcc@nigp.org).

**Upon successful completion** of all program requirements, you will have gained insight into the realities of government acquisition you may not have otherwise encountered.

As an immediate *tangible* benefit, you will receive both the GCC certificate and the right to display the GCC logo on your business card and communications. The GCC logo symbolizes your commitment to the public sector and your awareness of public procurement from an *inside* perspective. It is an immediate differentiator as you establish and grow relationships with your government customers.



*“I wear my GCC lapel pin to all NIGP functions and have been thrilled at the positive comments given to me by NIGP members who realize the time and effort I put into being a professional supplier to the government.”*

**Scott A. Wynne, Zep, Inc.**  
*National Account Manager*

## The NIGP Government Contractor Certificate™ (GCC)

Gives you understanding of the government contracting process from an insider perspective.



NIGP is the National Institute of Governmental Purchasing, Inc. For over 60 years, developing, supporting and promoting the public procurement profession.

[nigp.org](http://nigp.org)