

Centre Consulting Principals and Professionals Speak At National Association of Computer Consultant Businesses Conference

Barbara Kinosky, Jim Phillips, and Jason Lee-Bakke spoke at the National Association of Computer Consultant Businesses (NACCB) conference October 2 and 3, 2008, on doing business with the federal government. Topics covered included GSA schedules, performing market research, and the importance of relationship-based selling in the market, and how Centre assists companies to thrive in the federal sector.



Jason Lee-Bakke (left) and Jim Phillips at NACCB conference

Mr. Lee-Bakke, Centre's business development lead, said, "It's always exciting to meet people eager to enter the federal market. With the softening of the broader economy, the countercyclical nature of government business looks increasingly attractive, but government work is always rewarding and an important part of diversifying one's client portfolio."

Copies of Ms. Kinosky and Mr. Phillips presentation are available by e-mailing Charlese Baskins, at cbaskins@centreconsult.com