

**For immediate release**

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## **BID Designs Announces 2<sup>nd</sup> Annual BID-CONNEX Conference**

BID Designs will host its second annual BID-ConneX Conference on March 6 and 7 at the Jackson Center in Cummings Research Park. BID- ConneX is a business development training conference designed to connect federal contractors with the experts, tools, and processes needed to grow their business.

“Tighter budgets, increased multiple-award contracts, and must-win contracts require strategic approaches and streamlined business development processes. We created BID-ConneX, for federal contractors and business professionals and leaders who want to learn the basics, improve efficiencies, or achieve to the next level of growth,” said Chris Luchtefeld, BID Designs co-chief executive officer. “BID-ConneX speakers include founders and CEOs of some of the fastest growing companies in the nation and icons in the Huntsville business community.”

Keynotes for this conference include: Mayor Paul Finley, City of Madison; Jeff Gronberg, DeciBel Research president; John Southerland, Cummings Research Park director; and Loren Traylor, Wyle business development manager.

“Our goal is to bring subject matter experts to all of our attendees with maximized offerings filled with exceptional content. With more than 40 sessions to choose from, attendees can design their own training experience and learn from proven leaders who have grown highly successful companies and organizations. Fifteen new sessions have been added to the 2012 conference including a “Hot Topic” panel discussion and breakfast and lunch are provided each day,” said Brent Paris, BID Designs co-chief executive officer.

Sessions include information on how to gain knowledge and insight to develop and manage successful proposal efforts; create winning strategies; get the most for B&P dollars; connect with customers; and work effectively with teammates. BID-ConneX is a collaborative conference, instructors will be provided by BID Designs, Beason and Nalley, Integrated Consulting, WBCNA, Lockheed Martin, Cline Morin Associates, AETOS, and Solvability.

“Last year, KAYA took the majority of our proposal team to the seminar. There was something for everyone from our senior manager to the proposal staff. The BID Designs team has a wealth of knowledge in business development and proposal processes,” said Robert Dunn, KAYA Associates chief operating officer.

To register, go to [www.bid-connex.com](http://www.bid-connex.com) or call (256) 489-2815.

BID Designs was founded in 2006 with a focus on helping federal contractors realize their full potential by providing them with reliable, timely and custom business development solutions via consulting, process development, solution development and business development IT solutions. They have offices in Huntsville, Ala, and the Washington, DC metro area, and serve clients nationwide.