

# New Computer Based Training Course Empowers Businesses to Break into Government Contracting—With Confidence and Strategy

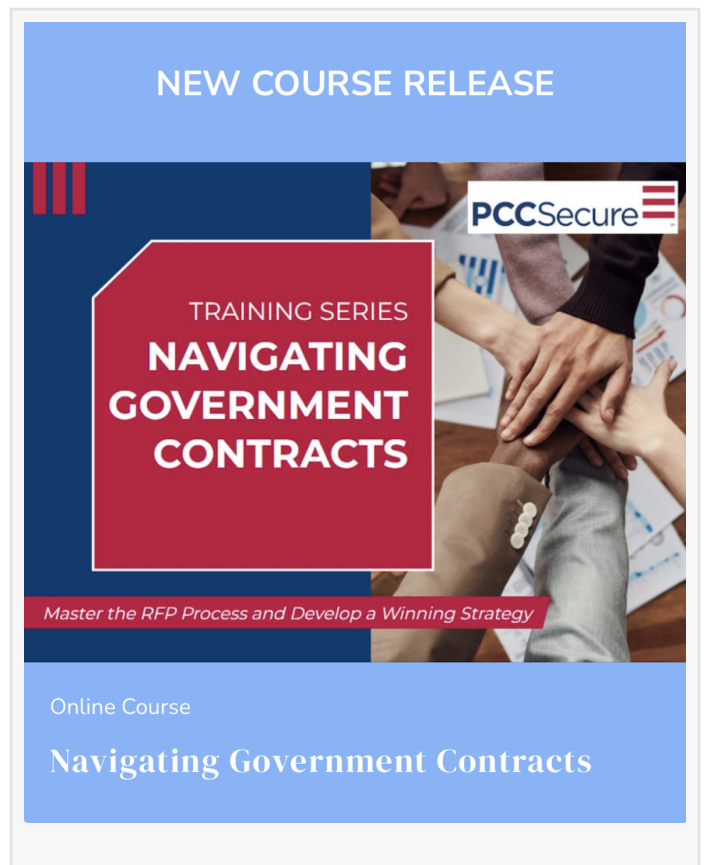
*Step-by-step program demystifies the RFP process, builds vendor credibility, and teaches relationship-based growth in the public sector.*

NEW YORK, NY, UNITED STATES, June 26, 2025 /EINPresswire.com/ -- A new professional course designed to help businesses successfully navigate working with government agencies is now available, equipping companies with the tools and insight needed to win government contracts. The comprehensive training offers a practical, real-world framework for becoming a trusted vendor through ethical strategy, relationship development, and mastery of the Request for Proposal (RFP) process.

At a time when agencies are seeking reliable, innovative partners, and businesses are looking to diversify and stabilize their revenue streams, this course provides actionable guidance on every step of the contracting journey. Whether a company is new to public sector work or seeking to expand its presence, the course breaks down the complexities of working with government entities with clarity and purpose.

Designed for maximum flexibility, the course can be completed on any device at the learner's own pace. Upon completion, participants receive a certificate recognizing their training, demonstrating their readiness and credibility to operate effectively in the public sector.

The course draws on the experience of professionals like Stewart Liberman, who brings over 25 years of expertise working with the Port Authority of NY & NJ and the New York City Board of Elections. Throughout his career, he has written and managed complex contracts for critical

A promotional graphic for a new course. It features a blue header with the text "NEW COURSE RELEASE". Below this is a central image showing a group of hands stacked together, with a red overlay box containing the text "TRAINING SERIES NAVIGATING GOVERNMENT CONTRACTS". To the right of the hands is the "PCCSecure" logo. Below the central image is a red banner with the text "Master the RFP Process and Develop a Winning Strategy". At the bottom, a blue footer contains the text "Online Course" and "Navigating Government Contracts".

NEW COURSE RELEASE

TRAINING SERIES  
**NAVIGATING  
GOVERNMENT  
CONTRACTS**

PCCSecure

Master the RFP Process and Develop a Winning Strategy

Online Course  
**Navigating Government Contracts**

aviation systems, overseen contract compliance as an Agency Chief Contracts Officer, and served in technical sales roles with major technology firms. With an MBA and a background in teaching business at the college level, Liberman now consults companies on how to navigate and succeed in public-sector contracting.

“After decades on both the agency and vendor sides of public-sector work, I saw firsthand how many companies lose opportunities simply because they don't understand how government processes work,” Liberman said. “This course is designed to change that.”

The program covers a full spectrum of topics including:

- How to identify the right government opportunities and build rapport with decision-makers
- Crafting compelling RFP responses using pre-developed templates and internal team structures
- Navigating legal requirements, compliance, and pricing strategy with confidence
- Understanding piggyback contracts, emergency procurement, and amendatory opportunities
- Leveraging past performance while respecting restrictions on agency name use



Course Instructor - Sal Lifrieri

“

It has been a privilege to collaborate with such a respected expert and honored colleague in developing this course.”

*Sal Lifrieri*

What sets this course apart? It's rooted in field experience, not theory. Real-world examples, agency insights, and practical workflows guide learners through multiple submissions, version control, subcontractor coordination, and post-award management.

Curious how agencies decide who gets the contract?  
Wondering how to avoid wasting time on low-value RFPs?  
Looking for a system that keeps your team aligned and

your bids competitive?

This course answers these questions and more, offering not just instruction, but a roadmap for long-term success.

About the Course Creator

[PCC Secure](#) is a trusted leader in consulting and security solutions, with decades of experience navigating public-sector operations. Through strategic insight and hands-on guidance, PCC Secure equips businesses with the tools and knowledge necessary to work effectively with

government agencies, enabling them to build trust, align with public-sector goals, and establish lasting partnerships. "It has been a privilege to collaborate with such a respected expert and honored colleague in developing this course," said Sal Lifrieri, CEO of PCC Secure, reflecting the firm's commitment to empowering organizations with real-world expertise.

Ready to break into government contracting the right way?

[Click here](#) to enroll today.

Sal Lifrieri

Protective Countermeasures Inc.

+1 914-576-8706

[email us here](#)



Course Instructor - Stewart  
Liberman

---

This press release can be viewed online at: <https://www.einpresswire.com/article/817150387>

EIN Presswire's priority is source transparency. We do not allow opaque clients, and our editors try to be careful about weeding out false and misleading content. As a user, if you see something we have missed, please do bring it to our attention. Your help is welcome. EIN Presswire, Everyone's Internet News Presswire™, tries to define some of the boundaries that are reasonable in today's world. Please see our Editorial Guidelines for more information.

© 1995-2025 Newsmatics Inc. All Right Reserved.