



# 7th Annual Government Procurement Fair

Wednesday, March 27, 2019

Minot Armed Forces Reserve Center  
3420 2<sup>nd</sup> Street NE, Minot, ND 58701

## AN EVENT ON SELLING PRODUCTS & SERVICES TO THE GOVERNMENT

The fair is an opportunity for small businesses, contractors and resource partners to learn about the special programs designed to provide better access to the government marketplace. A trade show will be open, in addition to a variety of workshops.

This event is **FREE** and open to all businesses.

**Register Online Today:** <https://ndptac.ecenterdirect.com/events/185>

**Contact Us For More Information and Hotel Information:**

Cathy Lindquist, ND PTAC at 701.261.0737 or [cathy.lindquist@und.edu](mailto:cathy.lindquist@und.edu)



NORTH  
**Dakota**

Be Legendary.™



Reasonable arrangements for persons with disabilities will be made if requested at least two weeks in advance. Contact Cathy Lindquist at 701-261-0737 or [cathy.lindquist@und.edu](mailto:cathy.lindquist@und.edu).

Procurement Technical Assistance Centers (PTAC) are funded in part through a cooperative agreement with the Defense Logistics Agency.

# Workshops

---

## 8:30 am – Registration and Exhibits Open

## 9:00 am - Welcome

- David Martin, ND Center for Business Engagement & Development, UND
- Dave Kleppe, ND Procurement Technical Assistance Center (PTAC)
- Sherri Komrosky, Small Business Administration (SBA)

## 9:15 am – What, Why and How of Capability Statements

- Moderator: Suzzanne Danielson, Industrial Contract Services, Inc. (ICS)
- Expert Presenter: Cathy Lindquist, ND Procurement Technical Assistance Center (PTAC)
- Description: Be prepared to present your company in a professional and concise manner, all on one page. Learn key information that contract officers need from potential vendors. Understand how and why a capability statement should be used with government agencies.

## 10:00 am – Visit the Exhibits, Refreshments

## 10:30 am – Responding to a Solicitation

- Moderator: Jill Lysne, Noridian Healthcare Solutions, LLC
- Expert Presenter: Wade Vinje, Construction Flight Chief, Minot Air Force Base
- Description: Understand what is required in a solicitation. Learn what documentation you need to provide, where to find evaluation factors, how to respond to evaluation notices, and performance requirements.

## 11:15 am – Visit the Exhibits, Refreshments

## 11:45 am – Basics of Selling to the Government

- Moderator: Sherri Komrosky, SBA
- Expert Presenter: Dave Kleppe, ND Procurement Technical Assistance Center (PTAC)
- Description: Learn how to start selling to the US government, sector market segments, buying channels, terminology, registrations, certifications and positioning.

## 12:30 pm – Visit the Exhibits, Refreshments

## 1:00 pm – GSA Schedule: Is it Right for You?

- Moderator: Dave Kleppe, ND PTAC
- Expert Presenter: Michelle Leshe, GSA Office of Small Business Utilization- Region 8
- Description: In this workshop participants will be equipped with the tools to determine if submitting a proposal for GSA Schedule is a step their company should take and be provided with an overview of the process.

## 1:45 pm – Visit the Exhibits, Refreshments

## 2:15 pm – Reducing Cybersecurity Risk

- Moderator: Cathy Lindquist, ND PTAC
- Expert Presenter: Jodie Mjoen, Impact Dakota MEP
- Description: Employees can potentially expose their organizations to huge amounts of cyber risk. Whether it's through careless handling of sensitive data, falling for phishing attacks, or poor password management, many data breaches are directly or indirectly caused by user awareness issues. We will provide insights into how to instill ownership of security across an organization's workforce, including discussion on DoD's NIST 800-171.

## 3:00 pm – Closing Remarks

- Dave Kleppe, ND Procurement Technical Assistance Center (PTAC)

## 3:30 pm – Exhibits Close