



Government Contracting

North Dakota Government Procurement Fair

Ever wonder how the government buys things like construction services, uniforms, printing services, technology and medical supplies?

Meet with state and federal contracting personnel and attend workshops from procurement professionals.

Free event! Register online
www.ndprocurementfair.eventbrite.com

Are you interested in starting a business, growing your business, or selling your goods and services to government agencies and prime contractors?

Contracting with the government can be a great opportunity for expansion and diversification. The Procurement Technical Assistance Center is here to help you navigate the process. Learn about special programs that help small businesses get better access to the government marketplace. This is a great place to gather ideas and make contacts.

Come explore the opportunity to expand your business, increase your sales and diversify your market.

***Attend this premiere event
on growing your business by selling your
products or services to the government***

Thursday, May 5, 2016

8:30 a.m. Registration

9 to 2:30

Dakota Medical Foundation

4141 28th Ave. S.,

Fargo, ND 58104

701-356-2664

tannerolson@impactfdn.org

Sponsored by:



Agenda

8:30 a.m. Registration

9 a.m. Introduction to Government Contracting

Tanner Olson, Impact Procurement Technical Assistance Center (PTAC)

Learn about the government market and how it's segmented, the various buying channels, market terminology, registrations and certifications involved, the starting points for positioning your company to sell into the government market and review the basic procurement process.

9:30 a.m. First Steps to get ready for Government Contracting

Pat Dotter, MN Procurement Technical Assistance Center (PTAC)

Learn what you must do to be ready for the Government Market and how to position your company for government sales. This session will cover all steps for registrations and proper positioning of the company profile in federal databases . SAM and DSBS (Dynamic Small Business Search).

10:30 a.m. Capability Statements and Business Cards

Pat Dotter, MN Procurement Technical Assistance Center (PTAC)

Which elements make a capability statement stand out from the crowd? This is a standard document used to introduce your firm to government decision-makers. Often it is the first impression your business will have. Take away everything you need in order to create a winning marketing tool for your business!

11:30 a.m. – 12:45 p.m. LUNCH ON YOUR OWN

12:45 p.m. Understanding Solicitations and Expectations for Response (Your Proposal)

Pat Dotter, MN Procurement Technical Assistance Center (PTAC)

This session will provide training on identifying types of solicitations and the expected response; explain acronyms; define the process to prepare a response and assist in making your proposal a winner.

1:45 p.m. Small Business Administration Briefing

Betsy Markey, Regional Administrator, SBA Region VIII (ND, SD, MT, WY, UT and CO)

The Small Business Administration's focus is on giving small businesses the tools they need to grow and create jobs. Learn about the %C\$. capital, contracting and counseling!

2 p.m. Insider Tips for Successful Government Contracting

Pat Dotter, MN Procurement Technical Assistance Center (PTAC)

Tips collected over the years for beginners to advanced vendors; lessons learned in how to stay positioned and ready for the government marketplace; pre-proposal and post proposal tips; how to deal with Contracting Officers; Debriefs; Compliance and more!

Exhibiting Organizations

Federal, State and Local Government

Federal Aviation Administration
General Services Administration
Grand Forks Air Force Base
Minot Air Force Base
National Park Service
ND Department of Transportation
Quentin N. Burdick Job Corps
Small Business Administration
State of MN – Department of Administration
—Materials Management
State of ND

VA Medical Center
Western Area Power Administration

Nonprofit Organizations

Meda Procurement Technical Assistance Center
MN West Central Small Business
Development Center
ND Procurement Technical Assistance Center
ND Small Business Development Center
North Central Minority Supplier Development
Council

Commercial and Prime Contractors

BAE Systems
ICS General Contractor
Noridian Healthcare Solutions