



PTAC
 Northeast
 Michigan
 Consortium

PROCUREMENT TECHNICAL ASSISTANCE CENTER

Government Contracting 101

What does it take to become a successful government contractor?

There are services and resources available to small businesses pursuing the government market. If your company has been considering the field of government contracting, this **FREE** class will give you the insight you need.

Do you know the federal government purchases more than **\$518 billion of goods and services a year**, and the State of Michigan utilizes over **950 multi-year contracts** worth billions of dollars? Find out what it takes to sell your goods and services to the federal, state, and local governments.

In addition, learn about the services and continuous support the Procurement Technical Assistance Center (PTAC) has available to help your company with the contracting process.

Up Coming Classes

Choose the date that fits your schedule (dates, times, and location are subject to change). **If the location/date does not fit your schedule, one-on-one sessions are provided to you at your nearest location.**

Date	Location
4/11/2018	Alpena
5/2/2018	Prudenville
6/13/2018	East Tawas
8/8/2018	Gaylord
10/10/2018	Prudenville
12/12/2018	Cheboygan
01/09/2019	Onaway

Who should attend this class?

Management and key staff who will support and be involved in your day-to-day government contracting process.

PTAC provides **FREE** assistance to businesses that are interested in doing business with federal, state, and local government agencies.

The Northeast Michigan Consortium PTAC works with businesses located in the following counties: Alpena, Cheboygan, Crawford, Iosco, Montmorency, Ogemaw, Oscoda, Otsego, Presque Isle, and Roscommon counties.

To register, contact:
 Cassie Rogers
 PTAC Counselor
 (989) 733-8540
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 Onaway, MI 49765
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REGISTER EARLY!
 There is no charge for this class, but registration is required.
 Site details will be provided when you call to register.

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